

SPOTLIGHT

MAY 2021

AIL/NILICO

WIDE WORLD OF SPORTS





GOOD SPORTS



Steve Greer

Chief Executive Officer
American Income Life &
National Income Life Divisions

Life without sports is like life without underpants.

– Billy Bowden

If you look over past issues of

Spotlight magazine, the themes of our contests over the years, and even our annual themes, you might notice that many are related in some way to sports. We make sports analogies and comparisons, we illustrate concepts using sports images, and we even have our regular monthly Business Athlete feature here in *Spotlight*.

Why do sports themes and references resonate with people? One reason could be that for so many of us, sports and competing were a huge part of growing up. I remember being involved in basketball, baseball, wrestling, taekwondo, and tennis — fortunately

for my parents, not all at once. Your brothers or sisters were probably involved in their own sporting activities, which meant that unless you had your own game or practice, you got dragged along to their events as well.

Sports, sports figures, sports themes, and athlete endorsements are everywhere. Even if you never played baseball, never watched a game on TV, or went to a live game, you know what baseball is. You know it is a team sport. You know it involves a pitcher, a batter, a catcher, and bases. You know what a home run is and that three strikes make an out. Sports are so ingrained in our culture that we learn at an early age to understand sports analogies and comparisons even without being personally involved. As adults, talking about sports can be a great ice-breaker — how 'bout them Cowboys?

Sports ignite our passion — we get excited about sports! We love rooting for our team, playing armchair quarterback or umpire. We love the spirit of competition, the camaraderie, the energy, inspiration, and, as one sports network used to put it, “The thrill of victory and the agony of defeat.” There’s nothing better than healthy competition to bring out the best in people: team spirit, extra effort, side bets ... and don’t forget good-natured trash talk! Gotta have it!

In this issue of *Spotlight*, we highlight three sports-themed contests. Like sports themselves, which typically lead to personal growth as well as skill development, these contests are all about career growth. Unlike sports, with our contests, everybody wins because growth doesn’t happen in a vacuum.

The **Ultimate Recruiting Championship (URC)** is new this year and challenges MGAs and RGAs to kick (see what I did there?) their recruiting efforts into high gear for more than \$20,000 in awesome prizes.

The **World Series of ALP** for MGAs and RGAs is the next logical step from the URC: get those new associates out there, making money, and growing. Winners will be brought to DFW to attend a Texas Rangers baseball game in the corporate suite at the new Globe Life Field. Sweet!

The **5th Annual SGA Fantasy Draft** pits Category I SGA offices against the rest of the company. Cash and bragging rights are on the line, but it all comes down to growth.

We’re at mid-year, and I challenge you to up your game, aim to beat your personal best. Whether you do or not, the effort still pays off in the end. Let’s keep the momentum we’ve developed going, stay engaged, and let’s continue to THRIVE through the rest of 2021. 🏆

SPOTLIGHT

ARC.AILife.com/Spotlight.aspx

A monthly publication spotlighting top producers of American Income Life and National Income Life

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NEWS

MAY 2021

VOL. 54 NO. 5

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2018, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **73.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Wednesday 6/23 before 3:30 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Monday 6/28**. eApp business excluded from the 7 day hold should be uploaded by **Wednesday 6/30 before 4:30 p.m. CST** to count for **June** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$6,047,434

in total BONUSES were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Pages 38-44**.

\$7,331,326

in total March RENEWALS were paid out in April to 5,642 total agents.



SPOTLIGHT DIGITAL
is now on the web!

Spotlight.AILAgents.com

Username: **AIL** | Password: **thrive2021!**

See your SGA or manager if you need assistance.

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2022 Awards Presentation are: the top SGA per category from Categories I-XI based on Net ALP Growth (minimum 15%) and Cat XII based on % of Net ALP Objective (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2022 Convention Qualifications online at ARC.AILife.com or ARC.NILife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at Caesars Palace in Las Vegas, Nevada. The convention will be held May 4-7, 2022.



LOOK FOR ME!

ANNIVERSARIES

29 YEARS OF SERVICE David Thornton, GA	Sally Wilson, AGT	6 YEARS OF SERVICE Holly Bonhorst, GA	Andy Batten, RGA	Joan Hannon, AGT	Christopher Currie, AGT	1 YEAR OF SERVICE Charmaine Agoncillo, AGT	Quashade Copney, GA	Shandra Halford, SA	Oliany Matos Abella, SA	Luis Perenguez Castiblanco, AGT	Lindsey Stakset, SA
26 YEARS OF SERVICE Lawrence Hauck, AGT	11 YEARS OF SERVICE Vishwanath Sankaran, AGT	Douglas Clarke, AGT	Sean Brannan, MGA	Dale Hetrick, MGA	Christopher Edinger, SA	Trevor Albritton, GA	Cesar Cozo, GA	Shayla Harris, SA	Sean Maxfield, GA	Henry Pinlac, AGT	Michael Stiemke, SA
23 YEARS OF SERVICE Al Wall, PR	10 YEARS OF SERVICE Jose Castillo, MGA	Michael Dean, AGT	Debora Cabral, AGT	Matthew Ingram, SA	Vanessa Farias, GA	Feza Al Choufi Cumarin, SA	Ranaldo Daggs, AGT	Hiyam Hassan Hassan, AGT	Tyler McDaniel, SA	Mohammed Popal, SA	Ryan Stuart, AGT
22 YEARS OF SERVICE Theresa Bellajaro, AGT	Jonathan Phillips, RGA	Jonathan Jones, RGA	Jessica Chang, RGA	Samuel Kilburn, MGA	Mary Finnigan, AGT	Fouad Ali, AGT	Arianna DaLuz, GA	Jacob Hatcher, SA	Christian McDonald, SA	Briana Pope-Pettis, AGT	Everin Suarez, AGT
21 YEARS OF SERVICE Tim Clark, SA	Samantha Ralston, RGA	Tachane Joseph, SA	Heriberto Chavez, MGA	Kayla McIver, AGT	Violie Francia, AGT	Edward Allshouse, AGT	Andre Davis, AGT	Phoebe He, MGA	Jose Mena, AGT	Kevin Prescilla, SA	Rain Suverkrubbe, AGT
19 YEARS OF SERVICE Travis Vandeberghe, AGT	Adam Kidikas, RGA	Adam Joseph, SA	Patricia Fischer, RGA	Sandy Metellus, AGT	Darcy Gaige, GA	Wendy Alvarado, AGT	Melanie Dawson, SA	Kevin Heibult, SA	Corey Meyer, AGT	Brent Rains, GA	Derek Thompson, SA
18 YEARS OF SERVICE Lily Sakai, AGT	Johnny Ly, RGA	Adam Joseph, SA	Daniel Mitchell, GA	Katie Mitchell, GA	Aliya Guliyeva, SA	Lilac Aragon, SA	Kaily De la Cruz, AGT	Chandavy Heng, SA	Renelle Miller, AGT	Shayden Rasheed, SA	Alyssa Tonsager, MGA
17 YEARS OF SERVICE Levar Morgan, RGA	Steve Mersan, AGT	Tabitha McDermid, GA	Cyan Kissinger, MGA	Breana Noggles, GA	Robert Jackson, RGA	Oscarina Aranguren, AGT	Kristine de Natale, AGT	Sarraine Henry, GA	Stefani Miller, GA	Louis Renton, SA	Maria Chiquiquira Urdaneta, SA
15 YEARS OF SERVICE Benjamin Ainscough, AGT	Michael Sherwood, GA	Steve Mersan, AGT	Shonda Lewis, AGT	Daniel Pues, SA	Ebou Jatta, SA	Christina Babcock, SA	Chris Densham, SA	Karla Holiday, AGT	Leslie Mingee, AGT	Carrie Ricketts, SA	Armenia Vasquez, SA
14 YEARS OF SERVICE Luay Ghawi, RGA	Begona Patino-Lopez, RGA	Begona Patino-Lopez, RGA	Cory McNutt, GA	Drake Smith, MGA	Lafayette Jones, AGT	Peter Barany, GA	Emily Desulme, SA	Leonard Holmes, AGT	Patrick Minto, GA	Michael Rios, SA	Eric Vaughn, SA
13 YEARS OF SERVICE Tony Anderson, PR	Candace Dillon, AGT	Begona Patino-Lopez, RGA	Candace Minor, AGT	Sullena Staton, AGT	Jason Khodadadian, GA	Tonya Barnes, SA	Pablo Detimofeev, AGT	Mark Hostetler, AGT	Alden Monger, SA	Patrick Rioux, SA	Miliama Vavae, SA
12 YEARS OF SERVICE Matthew Parks, SGA	Alma B Gonzalez, AGT	Alma B Gonzalez, AGT	Steven Valentim, AGT	Brent Stocker, AGT	Darren Lawhon, GA	Bart Barrett, GA	David Estey-Ang, GA	Michael Houston, SA	Maria Montoya, RGA	Armani Rivera, SA	Luis Velasquez, MGA
	Shawn Lewicki, RGA	Shawn Lewicki, RGA	Collette Valrie, AGT	Patrick Tivnan, GA	Jennifer Lucero, GA	Margaret Barrios, AGT	James Evans, SA	Lubaska Iguaro, GA	Sean Moore, SA	Brian Morris, SA	Andrew Vickery, MGA
	Joseph McCallister, RGA	Joseph McCallister, RGA	Edwina Cuevas Quinones, GA	Patricia Wright, AGT	Klaudio Martinaj, GA	Aspen Bell, SA	John Finocchi, SA	Louise Janvier, SA	Brian Morris, SA	Eric Morris, SA	Robyn Violante, SA
	Gabriela Sime, RGA	Gabriela Sime, RGA	Renee L Cunningham, AGT	Kelly Young, MGA	Marcus Mateus, AGT	Sasha Bilida, SA	Brandi Fleming, SA	Pamela Jenness, SA	James Mueller, SA	James Mueller, SA	Zackary Waalen, AGT
	Ronald Knoedler, AGT	Ronald Knoedler, AGT	Amanda Harris, GA	Sherine Zahra, GA	Catherine Mbugua, SA	Bethany Blackston, SA	Brandine Floyd, SA	Aliya Johansen, GA	Alex Mugume, AGT	Jared Romero, SA	Brandon Wash, AGT
	Diana Al Ali, AGT	Diana Al Ali, AGT	Kelli Higgins-Jones, SA	Shanelle Allen-Hammond, SA	Kathryn McDermott, SA	Nicholas Bradshaw, SA	Blaine Fuller, SA	Alexia Johnigan, AGT	Antoine Murphy, AGT	Michael Rufo, SA	David C Williams, AGT
	Kevin Amador, GA	Kevin Amador, GA	Chaz Hutcherson, AGT	Mohamad Awdi, SA	Desiree Moore, SA	Matthew R Brown, AGT	Fabio Garcia, SA	Makayla Johnson, AGT	Julian Navalta, GA	Juan Rojas, SA	Lucas Winters, SA
	Lindsey Dettwiller, GA	Lindsey Dettwiller, GA	Meardey Kim, AGT	Mark Banks, MGA	Shamecka Nelson, AGT	Linda Bryant, AGT	Isaac Garcia, SA	Semaj Johnson, AGT	Emma Nichter, SA	Jared Romero, SA	Georgana Wright, AGT
	Omar Fernandez, GA	Omar Fernandez, GA	Ronald Knoedler, AGT	Kristi Basho, SA	Jessica Olandria, SA	Nolan Burke, GA	Stephany Garcia, GA	Kyle Johnston, MGA	Lindsay Nyarko, SA	Jared Romero, SA	Amoy Wyndham, SA
	Brandon Minor, MGA	Brandon Minor, MGA	Michael Barlettano, RGA	John Bautista, AGT	Marion Polk, GA	Alexander Butler, SA	Sheryl Garmendia, SA	Jagraj Khaira, AGT	Austen Oakes, GA	James Mueller, SA	David C Williams, AGT
	Kamal Tayyib, MGA	Kamal Tayyib, MGA	David Basnett, GA	Dain Bowen, GA	Adaiza Rijo, SA	Mark Campbell, SA	Ryan Garner, SA	Marquise Kiffin, SA	Kendra Orng, SA	James Mueller, SA	Lucas Winters, SA
	Jadelene Welty, MGA	Jadelene Welty, MGA	Nicklaus Boker, SA	Ben Brobbey, AGT	Christopher Rolph, MGA	Karin Carrillo, SA	James Garnett, SA	Travis Kimura, SA	Morella Parejo, GA	James Mueller, SA	Georgana Wright, AGT
	Diane Williams-Lewis, AGT	Diane Williams-Lewis, AGT	Maria Bonilla Borrego, GA	Monica Broxson, AGT	Twana Smith, GA	Herlin Celicourt, SA	David Gentry, AGT	Ali Krayem, SA	Justin Parker, AGT	James Mueller, SA	Amoy Wyndham, SA
			Alfredo Cornish, SA	Adam Calnan, GA	Chaz Whittaker, GA	Maria Chacinpino, GA	LeWanda Gipson, AGT	Jhojandra Leon Alvarez, AGT	Maribil Parra Echenique, SA	James Mueller, SA	Opal Zubery, SA
			Stephanie Dunbar, MGA	Nicole Cenknor, SA	Adam Calnan, GA	Elio Gomez, SA	Stuart Guthrie, GA	Robert Shryoc, AGT	Catherine Scafe, SA	James Mueller, SA	
			Ali Eldefrawi, SA	Anthony Chinaglia, MGA	Nicole Cenknor, SA	Jonathan Cintron Colon, AGT	Luis Gutierrez, SA	Russell Siayngco, SA	Ryan Schellhorn, AGT	James Mueller, SA	
			Donald Gerstner, MGA	Tyler Cox, GA	Nicole Cenknor, SA	Frederick Cole, SA	Emilio Guzman, GA	Danny Souiri, GA	Michelle Scourtos, AGT	James Mueller, SA	
						Todd Colson, SA		Averigh Speciale, GA	Marla Seicean, SA	James Mueller, SA	
									Keith Seymour, AGT	James Mueller, SA	
									Robert Shryoc, AGT	James Mueller, SA	
									Russell Siayngco, SA	James Mueller, SA	
									Danny Souiri, GA	James Mueller, SA	
									Averigh Speciale, GA	James Mueller, SA	

PROMOTIONS

REGIONAL GENERAL AGENT Rachel Brown	Eduardo Perdomo	Robin Baron-Dealmeida	Eric Nichols	Brian Barton	Edward Perez	James Blackburn	Katherine Dorrah	Christopher John	Justis Mendez	July Reyes Olivo	Aleesha Warner
Nelson Erwin Delepiani	Clairet Pinto Welman	Kimbria Bracey	Shirly Palacios	Amy Beck	Yolamar Picon Mora	Justin Blaney	Calvin Dovale	Amaris Jones	Lismilque Miquelena Pirela	Kalyssa Richardson	Christopher Waters
Eugene Garcia	Arturo Romero	Rosana Carruyo Parra	Rebecca Patterson	Essence Brady	Michael Braxton	Michael Braxton	Ian Drager	Madeleine Kaya	Laryce Moaga-Tolefoa	Mayra Rivas	Andrew Wheaton
Alexus Hawkins	Ian Rouleau	Angelique Dahl	Paul Pestian	Thomas Breazeale	Edrick Brooks	Edrick Brooks	Tonya Dunn	Barbara King	Genesis Montiel	Kara Roenspies	Kayla Whipp
Robert Jackson	Roxie Soto	Larry Davis	Olivia Pitre	Thomas Burdin	Denise Buchholz	Denise Buchholz	Steven Ellis	Nick Kotinek	Christian Navarro	Damon Ross	Madelyn White
Begona Patino-Lopez	Luis Velasquez	Kimberley Ellis	Cartiza Rojas	Lynlee Burke	Michelle Burton	Michelle Burton	Troy Farrin	Isaac Krainis	Carlos Navas	Caitlin Roth	Toni Williams
Rita Rider	Andrew Vickery	Tamar Epton	Tyler Sevilla	Carlos Camacho Medina	Santiago Caballero	Santiago Caballero	Jamaurick Fisher	Emily Kubica	Bethany Nelson	Lamar Russell	55% SUPERVISING AGENT
Darius Rowan	Austin Wilcox	Vanessa Farias	Walker Sinclair	Valentina Carmona	Daly Caceres	Daly Caceres	Joshua Georgakopoulos	Celeste LaCroix	Isaiah Newhouse	Kacie Schwartzfigure	52.5% SUPERVISING AGENT
John Santosuosso	Razan Zarba	Stephany Garcia	Benjamin Sulcer	Samantha Cisneros	Jamie Caldwell	Jamie Caldwell	Emilie George	Bradley Lambert	Mayra Nieves Corujo	Michelle Shaw	William Murtha
Joy Vann-Austin	Daniel Zotter	Jennifer Gilkie	Gianni Toma	Fernando Coiran	Joshua Cameron	Joshua Cameron	Indiya Graves	Skylar Lange	Tyler Ortiz	Charles Smith	Bianca Biagioni
Joshua Yurinko	70% GENERAL AGENT Ramando Bernard	Lori Hamel Johnson	David Tucker	Esmeralda Cruz	Carlos Canizalez Martinez	Carlos Canizalez Martinez	Rachel Griffin	Kenneth Lee	Kristel Paredes Garcia	Riley Smith	Arlene Garcia
MASTER GENERAL AGENT Joel Acosta	Arturo Romero	Markella Hamizidis	Kyle VanBibber	Freddy Diaz	Camila Cantuarias Puga	Camila Cantuarias Puga	Deysi Guerrero	Philip Lehmann	Matthew Pechey	Chloe Snow	Virginia Hebert
Andy Altig	Lubaska Iguaro	Joanna Hansen	Robert Watson	Ashley Frizzell	Patrick Carroll	Patrick Carroll	Rodrick Haase	Jon Linker	Derek Peet	Patrick Sullivan	Conor Lydon
DeAndre Coleman	Luisa Loayza	Jennifer Harris	Thomas Whalen	Ashley Gamache	Laura Chavez	Laura Chavez	Crystal Habersham	Stephanie Lopez Zuniga	Kyle Pendleton	Samuel Sweet	Kauatoa Makaui
Shannon Cotter	Yehuda Makowitz	Verdun Hartin	Sean Wuebold	Fatoumata Gassama	John Ciarrocco	John Ciarrocco	Dejona Handy	Jennifer MacKinnon	Cynthia Penney	Katherine Taylor	William Malerk
Michael Coulthard	Roselvy Mediavilla	Gabriel Hernandez	Joshua Gillions	Joshua Gillions	Carson Coady	Carson Coady	Jennie Hayes	Jeffrey Maddocks	Yasma Powell	Kemar Thompson	Devin Ploof
Drew Herstine	Morella Parejo	Aliya Johansen	Ruben Gomez	Ruben Gomez	Dusty Colley	Dusty Colley	Mya Heard	Tracey Magnuson	Dalton Pritt	Raymond Tomasik	Paola Ramos
Marsei Hogan	Eric Peyton	Ronald Davis	Maria Hernandez	Maria Hernandez	Marissa Colwell	Marissa Colwell	Vicki Henderson	Rochelle Magpantay	David Quevillon	Joshua Torrez	Robert Roddini
Dylan Jackson	Raul Pinto	Henry Jacobs	Craig Hollowell	Craig Hollowell	Michael Cooper	Michael Cooper	Danielle Hercules	Michael Maji	Kevin Rai	Mason Tortorice	Mariam Sallam
Courtnei Johnson	Lisa Richardson	Patrick Minto	David Hurst	David Hurst	Simone Cotton	Simone Cotton	Giselle Hernandez Zuniga	Michael Maloney	Nadine Ramnauth	Rodrigo Trevino Ocejvo	Celines Santana
Pa Alieu Kasseh	Clayton Tubbs	Julia Peci	Emperatriz Kadour	Emperatriz Kadour	Jeremy Davis	Jeremy Davis	Cody Highsmith	Marvin Marcano Hernandez	Gurpartap Randhawa	Shelby Tulk	Luis Soriano
Nicole LePage	Anthony Salerno	Anthony Salerno	Cody Kelly	Cody Kelly	Malik Davis	Malik Davis	Wayne Hill	Jonathan Marrero	George Ray	Andrew Turner	Donald Wolak
Timothy McNulty	65% SUPERVISING AGENT Todd Landow	65% SUPERVISING AGENT Todd Landow	Todd Landow	Todd Landow	Natalia Barrera	Natalia Barrera	Leilani Hunter	Wendy Martin	Jacob Reiter	Luis Urdaneta Bolivar	
Mario Montes Santiago	Matthew Morris	Matthew Morris	Matthew Morris	Matthew Morris	Sarah Barsky	Sarah Barsky	Joseph Hyon	Fatima Mashriqi	Molly Remhof	Magyelin Valera	
Vanessa Patterson	Gracie Murphy	Gracie Murphy	Gracie Murphy	Gracie Murphy	Felecia Baum	Felecia Baum	Matthew Jans	Christopher Mazzarelli	Jose Reyes	Victoria Vaxter	
	Jose Oliveros Hurtado	Jose Oliveros Hurtado	Jose Oliveros Hurtado	Jose Oliveros Hurtado	Ashley Beasley	Ashley Beasley		Joshua McCullough	Robert Reyes	Davina Vo	
	Sever Pena	Sever Pena	Sever Pena	Sever Pena	Alyssa Berman	Alyssa Berman					

Make Tomorrow Better



Baltimore, MD

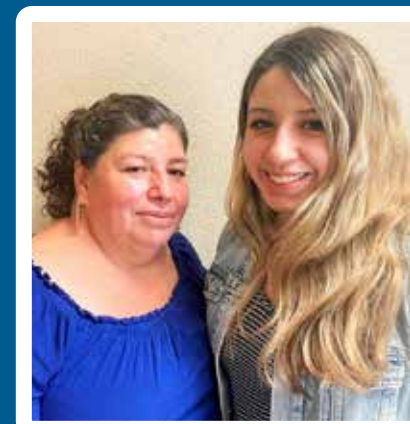
For the 5th year in a row, American Income, in partnership with Rick Altig, Rob Hay, and James Hill of AO donated \$15,000 to the **National Crime Prevention Council (NCPC)** as part of the *Make Tomorrow Better* giving initiative. This year, the donation was made at a Boys and Girls Club in Baltimore, Maryland.

Rick Altig said, "All across North America we are able to live our mission to protect every child and serve all working people through providing the National Crime Prevention Council's McGruff Safe Kids ID Kits directly to families in the communities we serve." The National Crime Prevention Council is the nonprofit leader in crime prevention.

Pennsylvania and Ohio

American Income, in partnership with the Simon Arias SGA office, donated a total of \$15,000 to six organizations in Pennsylvania and Ohio. The donations were made as part of the *Make Tomorrow Better* giving initiative.

The organizations benefitting from these donations are: **Alexis Joy D'Achille Foundation for Postpartum Depression, 412Thrive Corporation** (pictured), **Youngstown State University Foundation, Inspiring Minds Pittsburgh, Inspiring Minds Warren, Premier Youth and Community Center.**



Maria and Sandra Muñoz

Waco, TX

Thanks to AIL-NILICO Cancun Convention attendees, they donated an additional \$8,873.85 to **Waco Habitat for Humanity** to sponsor and build a home for the Muñoz family this Fall in Waco. This brings our total to \$54,113, more than halfway to our goal of \$95,000! Thank you to all who have donated.

YOU can help us reach our goal! The donation page will be active throughout this year. Use the QR code to navigate to our donation page! Forward your confirmation email to lfry@Globe.Life.

The Muñoz home build starts this Fall — stay tuned for more details!



THE Spirit OF Healthy Competition



Competition also causes businesses to grow into the best version of themselves.



Jason Beckman
Division Vice President
PR Field Operations

One of the things I like the most about AIL-NILICO is the spirit of healthy competition. Colin Powell said, "The healthiest competition occurs when average people win by putting in above average effort." When I look at the landscape of our Company, we have a lot of great people doing extraordinary things. Some people see competition as adversarial—I see it as a catalyst to improve and grow. Growth and improvement are usually the results of being inspired by someone or something to get better. Competition motivates people to work hard, businesses to innovate, and inspires team spirit. The spirit of American Income—*Opportunity Unlimited*—and the healthy competition it creates is at the core of what makes this company special and unique.

Competition also causes businesses to grow into the best version of themselves and teaches all of us to become more resourceful, dexterous and protect our most important asset—our customers. On the PR side of our business, our customer is the labor union local, credit union, or association we partner with. During March and April, the PR team participated in our own healthy competition to see who could sign the most Original Groups. What we witnessed was intentional activity targeted at introducing (or re-introducing) this great company to organizations we didn't have active relationships with. The result of our team's incredible effort was a total of *126 Original Groups* signed during those two months. Those 126 groups are the most Original Groups signed in any two-month period since the end of 2018.

Those 126 groups included more than 86,000 members (and their families) who will now have an opportunity to meet with an AIL-NILICO agent, perhaps for the very first time. Take into account the average family size in the US in 2020 was 3.14 people—those 86,000 members now potentially represent more than 270,000 people who have the opportunity to achieve the financial security our products can provide. Here's the way I see it: in just two months, our PR team helped to make tomorrow better for more than a quarter of a million people within our target markets. That number doesn't include renewal members or leads generated either! Our Company's mission to support working families continues to grow with the addition of new groups signed by Team PR, agents finding new careers with AIL-NILICO, and record-breaking ALP growth!

NEW ASSOCIATES

PER MANAGER



SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Chase Snider	3	Simon Arias	Jay Maska	2	Arias-Dlabik	Ricky Gandhi	2	Sabrina Lloyd
Chris Lewis	3	Sabrina Lloyd	Frank Russell	2	Arias-Dlabik	Latoiya Wells	2	Philip Prata
Morella Parejo	3	Jesus Romero	Nicole Sanchez	2	Cohen-Velasquez	Isaiah Thomas	2	Jeremy Rivers
Brad Burrows	2	AO	Hannah Fite	2	Giglione-Ackerman	Janna Alvarado	2	Jesus Romero
Howard Covington	2	AO	Juan Rojas	2	Giglione-Ackerman	Carlos Camacho Medina	2	Jesus Romero
Jessica Milholm	2	Simon Arias	Mariela Godoy	2	Hemerson Gonzalez	Sheryl Garmendia	2	Jesus Romero
Tony Williams	2	Simon Arias	Damisela Morales De Bonilla	2	Hemerson Gonzalez			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Adalberto Paz	6	San Antonio Latino Division	Rachael Fleming	2	AO	Anthony Salerno	2	Brett Gryska
Ryan Jarvie	5	Simon Arias	Amanda Harris	2	AO	Gianni Toma	2	Zach Hart
Nairobi Contreras	5	Hemerson Gonzalez	Adam Ludolph	2	AO	Channing Gardner	2	Henderson-Locker
Tammy Gawron	4	Brett Gryska	Austin Rockall	2	AO	Jorge Caridad	2	Fort Worth Latino Division
Katie Stahulak	4	Sabrina Lloyd	Steffanie Sainato	2	AO	Mercedes Bens	2	Sabrina Lloyd
Morella Parejo	4	Jesus Romero	Charles Son	2	AO	Daniella Torres	2	Sabrina Lloyd
Luis Velasquez	4	Jesus Romero	Chad Boskat	2	Simon Arias	Mario Chavez	2	Andrew McQuade
Bart Barrett	3	AO	Giuliano Di Nardo	2	Arias-Dlabik	Tyler Lefebvre	2	Nick Moore
Melissa Quinn	3	AO	Conner White	2	Arias-Dlabik	Nadia Bailey-Robinson	2	Philip Prata
Temesghen Starr	3	Cohen-Velasquez	Atticus Wilklow	2	Denis-Michael Catalano	Lubraska Iguaro	2	Jesus Romero
Danial Arif	3	Giglione-Ackerman	Jason Khodadadian	2	Cohen-Velasquez	Roselvy Mediavilla	2	Jesus Romero
Jessenia Yazbek	3	Hemerson Gonzalez	Joseph Pasche	2	Cohen-Velasquez	Fouad Gerges	2	Satti-Kanaan
Ahmed Kassem	3	Zach Hart	Trevor Albritton	2	Richard Correa	Sky Plunkett	2	S-S-Bendure-Hartwig
Sarah Collen	3	Sabrina Lloyd	Kaleigh Brann	2	Laura Fisher	Keiva Council	2	Michael Vasu
Alexandra Jaeger	3	Sabrina Lloyd	Corey Hallam	2	Giglione-Ackerman	Tanner West	2	Michael Vasu
Michael Jang	3	Sabrina Lloyd	Richard Zuccato	2	Giglione-Ackerman	Lawrence Smith	2	Jay Washington
Skay Nusenu	3	Sabrina Lloyd	Yeraldi Vila Gonzalez	2	Hemerson Gonzalez			
Arnessa Beamon	3	London Nelson	Gerardo Gonzalez	2	Gonzalez-Vasu			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Duane Shaw	13	Sabrina Lloyd	Stella Roznovan	4	Cohen-Velasquez	Kendall Wilson	3	Sabrina Lloyd
Luis Velasquez	6	Jesus Romero	Adem Abdula	4	Giglione-Ackerman	Heriberto Chavez	3	Andrew McQuade
Mark Lomonaco	5	AO	Morgan Lobello	4	Giglione-Ackerman	Edward DeFurio	3	Nick Moore
Joshua Egyud	5	Simon Arias	Elias Boles	4	Brett Gryska	Jake Gelb	3	Nick Moore
Jenna Grula	5	Simon Arias	Patrycja Grudzinska	4	Sabrina Lloyd	Mariam Shahid	3	Theodore Pappas
Astrid Castrillon	5	Hemerson Gonzalez	Rafael Medina	4	Jesus Romero	Raul Angulo	3	Jesus Romero
Nick Scordos	5	Zach Hart	Kevin Appasamy	3	AO	Carmen Pena Guedez	3	Jesus Romero
Rachel Brown	5	London Nelson	Mario Hajro	3	AO	Tahis Quintero Bonilla	3	Jesus Romero
Ashley Clarke	5	Ernest Powell	Bobby Hamilton	3	AO	Hasan Ghazal	3	Satti-Kanaan
Andrew Bishop	4	AO	Sara Vaz	3	AO	Max Akers	3	Michael Vasu
Jenny Kim	4	AO	Lorena Barriere	3	Cohen-Velasquez	Clayton Slaughter	3	Michael Vasu
Brandon Summerton	4	AO	Doron Freud	3	Giglione-Ackerman	James Cassie	3	Williams-Akinade-Musso
Steven Dell	4	Simon Arias	Adianeza Rodriguez	3	Hemerson Gonzalez	Tiffany Babin-Washington	3	Jay Washington
Saury Espaillat	4	Ryan Bisanz	Mayra Robles	3	Gonzalez-Vasu			

RGAs

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Janev	17	Sabrina Lloyd	Mark Neilson	14	AO	Corey Helly	12	Giglione-Ackerman

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

LEGACY

RECRUITING PROGRAM



TOP RECRUITING AGENTS** APRIL

TOTAL LEGACY RECRUITERS: 319 TOTAL LEGACY RECRUITS: 412



Astrid Castrillon
6 Recruits
Hemerson Gonzalez



Adam Wheeler
6 Recruits
Satti-Kanaan



Taulant Bane
5 Recruits
Dustin Venekamp

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS		
Astrid Castrillon	6	Pierse Demoney	3	Heddy Bahena Reyes	2	Jonathan Jones	2	Kimberly Novak	2	Brett Gryska	10	John Santosuosso	10	Yelineth Godoy Latuff	5	Michael McKiernan	5		
Adam Wheeler	6	Juan Diaz	3	Gissele Calderon	2	Zachery Kertulis	2	Carmen Pena Guedez	2	Maria Hernandez	6	Maria Hernandez	6	Maria Hernandez	6	Tyler Sevilla	5	Erlan Diego	4
Taulant Bane	5	Elizabeth Dunn-Gader	3	Veronica Coval	2	Madison Kilburn	2	Johnny Ramos	2	Jessica Santamarina	6	Arthur Thomas	5	Elizabeth Dunn-Gader	4	Jeffrey Tucker	5	Alexander Gross	4
David Carpenter	4	Keegan Kullby	3	Cole Duplanti	2	Adam Ludolph	2	Mallory Smith	2	Gregory Rudolph	12	Michelle Speciale	6	Youssef Yassine	5	Hudson Hall	4	Sever Pena	4
Katherine Cogollo	4	Sherrie McCarty	3	Tonia Duprey	2	Justin Malone	2	Hugo Tigrera Gamboa	2	Alma Lozano	10	Tiffany Babin-Washington	5	Mickey Adkins	4	John Hartin	4	Gabriela Perez	4
Ethan Cooper	4	Ana Romano	3	Ryan Fickert	2	Darton McIntire	2	Travis White	2	Alexis De Santi	9	David Carpenter	5	Christian Baymack	4	Aliya Johansen	4	Noe Perez	4
Channing Gardner	4	Chase Snider	3	Derek Foore	2	Jordan Miller	2	Ryan M Wilson	2	Taulant Bane	7	Meredith Carrier	5	Nixandra Caraballo	4	Christal Kamp	4	David Ramirez-Benitez	4
Michael McKiernan	4	Kamal Tayyib	3	Mario Hajro	2	Dulce Monagas	2	Megan Yakiemchuk	2	Ryan Fickert	7	Ethan Cooper	5	Peter Kwiatkowski	4	Ana Romano	4	Gabriela Perez	4
Jessica Santamarina	4	Justin Adams	2	Maria Hernandez	2	Maria Montoya	2	Jacob Zeigler	2	Mac Massengill	7	Marsei Hogan	5	Fernando Coiran	4	Cody Langston	4	Karen Romero	4
David Staffieri	4	Mickey Adkins	2	Jessie Holland	2	Mariana Morales	2	Wendy Zuluaga Cruz	2	Katherine Cogollo	6	Sakawat Jibran	5	Shawntae Collins	4	Michael Maloney	4	David Staffieri	4
Christian Baymack	3	Muhammad Amawi	2	Christie Jauch	2	Frank Murillo Alviarez	2			Derek Foore	6	Sherrie McCarty	5	Maryori Coto	4	Cameron Mandrake	4	Ransey Vazquez	4
Nancy Branson	3	Melissa Argomaniz	2	Stephen Jeung	2	Julian Navalta	2												

TOP RECRUITING AGENTS** YTD

TOTAL LEGACY RECRUITERS: 1,144 TOTAL LEGACY RECRUITS: 1,772

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS		
Astrid Castrillon	23	Yelineth Godoy Latuff	6	Michael McKiernan	5	Stephen Davis	4	Phillip Martin	4	Brett Gryska	10	John Santosuosso	10	Yelineth Godoy Latuff	5	Michael McKiernan	5		
Adam Wheeler	13	Maria Hernandez	6	Tyler Sevilla	5	Erlan Diego	4	Darton McIntire	4	Maria Hernandez	6	Maria Hernandez	6	Maria Hernandez	6	Tyler Sevilla	5	Erlan Diego	4
Carmen Pena Guedez	12	Jessica Santamarina	6	Arthur Thomas	5	Elizabeth Dunn-Gader	4	Mariana Morales	4	Jessica Santamarina	6	Arthur Thomas	5	Elizabeth Dunn-Gader	4	Jeffrey Tucker	5	Alexander Gross	4
Gregory Rudolph	12	Mallory Smith	6	Jeffrey Tucker	5	Alexander Gross	4	Julian Navalta	4	Gregory Rudolph	12	Michelle Speciale	6	Youssef Yassine	5	Hudson Hall	4	Sever Pena	4
Alma Lozano	10	Michelle Speciale	6	Youssef Yassine	5	Hudson Hall	4	Gabriela Perez	4	Alma Lozano	10	Tiffany Babin-Washington	5	Mickey Adkins	4	John Hartin	4	Noe Perez	4
Alexis De Santi	9	Tiffany Babin-Washington	5	Mickey Adkins	4	John Hartin	4	Aliya Johansen	4	Alexis De Santi	9	David Carpenter	5	Christian Baymack	4	Christal Kamp	4	David Ramirez-Benitez	4
Taulant Bane	7	David Carpenter	5	Christian Baymack	4	Aliya Johansen	4	Noe Perez	4	Taulant Bane	7	Meredith Carrier	5	Nixandra Caraballo	4	Peter Kwiatkowski	4	Ana Romano	4
Ryan Fickert	7	Meredith Carrier	5	Nixandra Caraballo	4	Christal Kamp	4	David Ramirez-Benitez	4	Ryan Fickert	7	Ethan Cooper	5	Peter Kwiatkowski	4	Ana Romano	4	Gabriela Perez	4
Channing Gardner	7	Ethan Cooper	5	Valentina Caridad Ferrer	4	Peter Kwiatkowski	4	Karen Romero	4	Channing Gardner	7	Marsei Hogan	5	Fernando Coiran	4	Cody Langston	4	Karen Romero	4
Mac Massengill	7	Marsei Hogan	5	Fernando Coiran	4	Cody Langston	4	David Staffieri	4	Mac Massengill	7	Sakawat Jibran	5	Shawntae Collins	4	Michael Maloney	4	David Staffieri	4
Katherine Cogollo	6	Sakawat Jibran	5	Shawntae Collins	4	Michael Maloney	4	Ransey Vazquez	4	Katherine Cogollo	6	Sherrie McCarty	5	Maryori Coto	4	Cameron Mandrake	4	Ransey Vazquez	4
Derek Foore	6	Sherrie McCarty	5	Maryori Coto	4	Cameron Mandrake	4			Derek Foore	6	Sherrie McCarty	5	Maryori Coto	4	Cameron Mandrake	4	Ransey Vazquez	4

▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture more or less than 5 in case of a tie.
 ■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

LEGACY RECRUITING CLUB

MEMBERS

— By Number of Eligible Legacy Recruits*



Timothy Bugge
Simon Arias
15 Recruits
GOLD



Kamal Tayyib
Andrew McQuade
11 Recruits
SILVER



Adam Wheeler
Satti-Kanaan
11 Recruits
SILVER



Veronica Coval
Laura Fisher
10 Recruits
SILVER



Fritznel Octave
Tom Williams
10 Recruits
SILVER



Derek Pratt
Brett Gryska
10 Recruits
SILVER



John Santosuosso
Brett Gryska
10 Recruits
SILVER



Stephen Jeung
Cohen-Velasquez
6 Recruits
BRONZE



Carmen Pena Guedez
Jesus Romero
6 Recruits
BRONZE



Jimmy Quifille
AO
6 Recruits
BRONZE



Mallory Smith
Zach Hart
6 Recruits
BRONZE



Michael Battaglio
Evan Holzhauser
5 Recruits
BRONZE



Yelineth Godoy Latuff
Fort Worth Latino Division
5 Recruits
BRONZE



Maria Hernandez
San Antonio Latino Division
5 Recruits
BRONZE



Peter Kwiatkowski
S-S-Parks-Salvaggi
5 Recruits
BRONZE

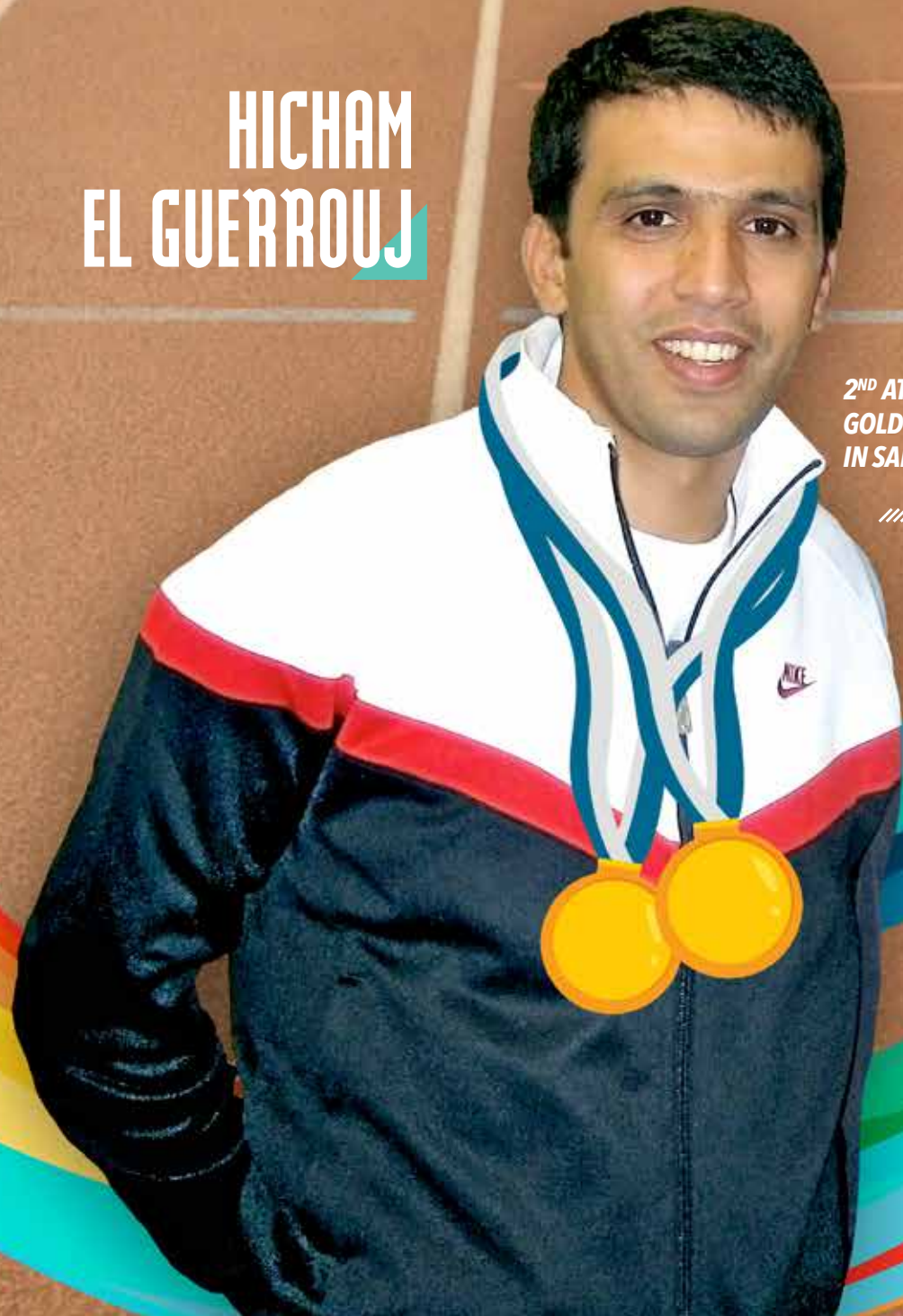


Jonathan Rindt
Simon Arias
5 Recruits
BRONZE

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

The BUSINESS ATHLETE

HICHAM EL GUERROUJ



2ND ATHLETE TO WIN OLYMPIC GOLD IN 1500M AND 5000M IN SAME OLYMPICS



7 OF THE 10 FASTEST 1500M TIMES

Photo used under Creative Commons from Sebastien from Montreal, Canada



By Stephen Coons
MGA – Byron Paz SGA Office



I've had the pleasure of being able to compete internationally in track and field in my younger days, and the one man I always looked up to was Moroccan middle-distance runner **HICHAM EL GUERROUJ**. He is the world record holder in the 1500m, the mile, and 2000m. Many people, including me, consider him the greatest middle-distance runner of all time.

El Guerrouj began his domination of the 1,500m in 1995. He won the world championship in 1997, 1999, 2001, and 2003. He set world records in the 1,500m and the mile both indoors and outdoors. Over a nine-year period, El Guerrouj raced in 86 finals at 1,500m and the mile and won 83 of those races. Unfortunately, two of his three losses were in the Olympics. In 1996, with 430m to go, El Guerrouj was positioned just behind the favorite, Noureddine Morceli. El Guerrouj's knee hit Morceli's heel. Morceli stumbled and El Guerrouj stepped on his heel, lost his balance, and crashed to the ground. He finished the race, but ended up in last place.

SET A GOAL

IT ALL STARTS WITH A GOAL. We need to set our eyes on something to achieve. El Guerrouj's goal was to be an Olympic gold medalist and world record holder. This relates to what I ask every new agent: "What is your *why*?" What is pushing you to learn a new career?



Photo used under Creative Commons from Elporfavor



TELL US how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL/NILICO life, submit your story of 500 words or less to LCFry@aillife.com. If your story is selected, we'll give you a byline and feature your photo along with the article in a future issue of *Spotlight*.

What is pushing you to persevere through the inevitable highs and lows we all experience at all levels?

DO THE WORK

Armed with your *why*, now it's time to **DO THE WORK**.

There were many times when I'm sure El Guerrouj didn't want to do those intervals. There were many times when I'm sure he didn't want to do those long runs at altitude. There were many times when we feel like taking the easy way out. To compete at the highest level like El Guerrouj, there is no easy way out. Nobody will eat right for you. Nobody will put in the work for you. It's on *you* to be disciplined and stick to what your coaches tell you. Execute the game plan. You have to do the work.

At AIL, we have a set training program. Our company has great coaches. We have a set of processes designed to make people productive quickly. If you put the work in to get your license, memorize the script, and be coachable at all times, there's no reason you can't achieve your goals.

OVERCOMING ADVERSITY

After getting tripped in the 1500m final at the 1996 Olympic Games in Atlanta, El Guerrouj dusted himself off and continued to work and **OVERCOME** this heartbreaking adversity.

At the 1500m at the 2000 Olympics in Sydney, he was out-kicked in the home stretch by a young Kenyan and had to settle for the silver medal. Undeterred, he kept focused on his goal, and finally, in 2004, he won a close race for the 1500m gold medal in Athens. Not only that, but he also won the 5000m gold medal in the same Olympics being just the 2nd athlete ever to do so.

We will all encounter our share of adversity in life, but by staying focused on your goals, and doing the work, you will break through it and come out on the other side much stronger than you were before. I encourage you all to have the heart of a champion and we can **THRIVE** together in 2021. 🏆

LETTER FROM THE FUTURE



Domenico Bertini

Division Executive Vice President
American Income Life &
National Income Life Divisions

2020 was a roller-coaster year, right?

But it is in the past and we cannot change the past; we can only learn from it and change, conquer our future. And learned we have. We

have learned that you no longer must be in an office to recruit, train, be in a meeting, or driving in a car to see clients. We learned that we can teleport ourselves from one city to another to make sales at the click of a button and be home for dinner, never missing saying good-night to our kids. We learned that anyone who has the desire to succeed and make the money they want to make can do this job, regardless of where they are in their lives. We have truly opened *Opportunity Unlimited!*

And these lessons kicked 2021 with a blast. We closed Q1 with 20.4% growth and backed it up in April with 11.9%. Looks like another

great year is in the making for us with 15 consecutive months of record production.

Learning from the past and looking towards the future, we set off on an especially important journey in 2017 — the \$1 billion journey.

Recently, I read an article about Richard Branson writing a letter to himself when he was 25 years old. I hope Sir Richard will forgive me, but I am going to use his idea to send an important message to all of us about what lies ahead in our future.

Regardless of what age you are now, there are some remarkable words here:

A LETTER FROM THE FUTURE TO 25-YEAR-OLD US

Dear Us,

I am writing to you from 40 years in the future. You are now 65 years old, and while you've lived a happy and healthy life with no regrets, I have some advice for you.

Congratulations on joining American Income and National Income. If there ever was a time to dare, to make a difference, to embark on something worth doing, it is now. I know you are still trying to find your feet and work out the ins and outs of business but stick with it. I can guarantee the best is yet to come. While I do not want to spoil the mystery and fantasy of the unknown, I can tell you there will be so many wonderfully rewarding moments and the most incredible people in your future. And, yes, many of your wildest dreams will come true. You owe it to yourself to make your days at AIL/NIL count. Have fun ... dig deep ... stretch ... Dream Big.

But there is a clause: you will have to work hard to make them happen.

The road ahead is pock-marked with many bumps, chasms, and forks. There will be good days and there will be bad days. There will be times when you want to turn around, pack it up and call it quits. Those times, tell yourself that you are pushing yourself, that you are not afraid to learn by trying and working.

Resist and Persist

By turning challenges into opportunities, you will find success you never realized you could achieve. But you will not always succeed. In fact, you will fail time and time again. That is OK though because failure is an inevitable part of every personal and entrepreneurial journey. It is important to pick yourself up, retrace your steps, look at what went wrong, and learn from your mistakes.

Believe in the incredible power of the human mind, of doing something that makes a difference, of working hard, of laughing and hoping, of lasting friendships.

'Entrepreneur:' now there's a word that you might not be overly familiar with yet. But you will be. It is a word that will become synonymous with your name and your approach to business. It is also a word synonymous with risk. You took a risk when you left school or a job to start a 100% commission career. Continue to take chances. In the future how 'lucky' you are in business will be determined by how willing you are to take calculated risks.

Let your dreams guide your path. Keep the people you love and respect close to you. Do not be afraid to delegate responsibility. Do not let the naysayers deter you. Screw 'business as usual;' do things your way. The Globe Life brand will take you places you have never imagined you'd be. Your ability to take calculated risks and your incurable optimism will lead to great heights, both in business and in life. Reach for the moon - it is yours for the taking if you go out there and grab for it with both hands.

The start of something new brings the hope of something great. Anything is possible. There is only one you. And you will pass this way only once.

Good luck,

Me



WIDE WORLD OF SPORTS

▲ Sports Central hosts and commentators Steve Greer and David Zophin at the AIL/NILICO 2020 Virtual Awards Show



MGA ULTIMATE RECRUITING CHAMPIONSHIP MAY 1 - JUNE 30



MGA/RGA WORLD SERIES OF ALP MAY 18/19 - AUG 11/12



SGA FANTASY DRAFT JULY THRU OCT





700+ Master General Agents.
22 prizes valued at a total of more than \$20,000.

WHO WANTS A PIECE OF THE ACTION?

CONTEST PERIOD:
MAY 1 - JUNE 30
2021

3 CONTEST WINNERS FROM EACH DIVISION

DIVISIONS	TWO-MONTH CODE OBJECTIVE
FEATHERWEIGHT	4
LIGHTWEIGHT	5
WELTERWEIGHT	6 & 7
MIDDLEWEIGHT	8 THRU 10
LIGHT HEAVYWEIGHT	11 THRU 17
HEAVYWEIGHT	18+



FIRST PLACE
in Each Division

VALUED AT \$1000

HOW TO WIN:
MGA with the Highest Percentage of 2-Month Code Objective during the contest period wins.

In the event of a tie, the MGA with highest F1 from May wins; any others in the tie enter the Second Place drawing.

THE PRIZE:
A custom-designed championship belt and your choice of one of the First Place Prize Options* valued at \$1,000.



SECOND PLACE
in Each Division

VALUED AT \$500

HOW TO WIN:
Second Place will be determined by a drawing from among MGAs who have achieved 150% or more of their 2-Month Code Objective.

**One ticket per person.*

THE PRIZE:
Your choice of one of the Second Place Prize Options* valued at \$500.



THIRD PLACE
in Each Division

VALUED AT \$250

HOW TO WIN:
Third Place in each Division will be determined by a drawing from among MGAs with 110 to 149.99% of their 2-Month Code Objective.

**One ticket per person.*

THE PRIZE:
Your choice of one of the Third Place Prize Options* valued at \$250.

ADDITIONAL DRAWINGS

- MGAs with 200% of 2-Month MGA Objective - **10 tickets**
- MGAs with 150% - 199.99% of 2-Month MGA Objective - **5 tickets**
- MGAs with 110% - 149.99% of 2-Month MGA Objective - **2 tickets**

THE PRIZES:
• 1 Grand Prize - A Choice* of one trip valued at \$5,000
• 3 Amazon Gift Cards - \$500 each



**See email for complete list of prizes.*



AIL/NILICO'S 2021
WORLD SERIES OF ALP
IS UNDERWAY!

CONTEST PERIOD:
Advance cut-offs May 18/19 - Aug 11/12, 2021 - 13 Weeks

MGA CONTEST DETAILS

- MGA Rookies: 2 winners
- MGAs: 14 winners
- Two from each Category 1, 2, & 3
- One from each Category 4, 5, 6, 7, 8, 9-10, 11-14, 15-18

Each of the 13 weeks of the contest period, the Top 5 leaders on the Weekly Rankings will receive points. MGA Rookies are ranked on their F6 Factor. MGAs are ranked on their Performance Factor. The top ranked leader in each category gets 5 points, rank 2 gets 4 points, etc. These points will be accumulated over all 13 weeks.

In the event of a tie, the Total Net ALP from New Associates during the contest period will be tabulated, based on the hierarchy at the time of coding.

RGA CONTEST DETAILS

- RGAs: 16 winners
- Two from each Category 1, 2, 3, & 4
- One from each Category 5, 6, 7, 8, 9, 10, 11, 12-13

Each of the 13 weeks of the contest period, the Top 5 leaders on the Weekly Rankings will receive points. RGAs are ranked on their Performance Factor. The top ranked leader in each category gets 5 points, rank 2 gets 4 points, etc. These points will be accumulated over all 13 weeks.

In the event of a tie, the Total Net ALP from New Associates during the contest period will be tabulated, based on the hierarchy at the time of coding.

// **TOTAL OF 32 WINNERS**

CONTEST WINNERS will be flown into DFW to attend a Texas Rangers game in September 2021 in the Corporate Suite at the new Globe Life Field with Steve, David and Dom.



Two colossal teams battle it out!

CATEGORY 1

VS.

THE REST OF THE COMPANY

(Excluding Cat. 12)

The team with highest total Growth % from July and October over the team's baseline will win the contest. Individual awards on the winning team will be determined by % of growth over their individual baseline.

REFER TO THE CONTEST ANNOUNCEMENT EMAIL FOR COMPLETE RULES AND DETAILS.



VIBRA LATINA



By Angel Martinez
Regional Sales Director

Diversidad, Unidad y Competencia Diversity, Unity, and Competition

AIL fue fundada hace más de 60 años con la misión de proteger a las familias. Durante las últimas décadas, comenzamos a experimentar un impacto latino sustancial de la *Oportunidad Ilimitada*, creando una hermosa mezcla de culturas con un objetivo común. Esto desarrolla competencia en cuanto a quién produce más ALP, ayuda a más familias, reconocimiento, etc. Sin embargo, el objetivo principal es lograr nuestras metas sin interferir en nuestra misión compartida de desarrollar una competencia saludable y superar los límites de los demás para mejorar cada día y mejorar nuestra empresa.

Un buen ejemplo fue 1998 cuando la MLB estaba luchando financieramente, mientras otros deportes y entidades como la NFL comenzaron a conseguir algo de terreno y la gente los comenzó a seguir más. Dos jugadores de diferentes orígenes lideraron la temporada 1998, demostraron espíritu deportivo y lograron que los fanáticos volvieran a creer en el béisbol. Estos dos individuos eran Mark McGuire y Sammy Sosa. En 1998 se empujaban el uno al otro para conseguir el récord de jonrones, pero su manera de hacerlo era con clase. Cuando Mark conectó un jonrón, Sammy celebró y viceversa, se admiraron mutuamente y lo más importante, se respetaban uno a otro. Cuando Mark rompió el récord, fue en un juego contra los Cachorros de Chicago (Equipo de Sammy Sosa), Sammy corrió desde el jardín derecho para felicitar a Mark por su logro con clase y admiración. Dos orígenes y culturas diferentes, el mismo respeto mutuo.

Aprendamos de estas personas y desarrollemos el respeto diario por nuestras agencias, agentes y gerentes que buscan nuestro objetivo común de "proteger a las familias trabajadoras y la *Oportunidad Ilimitada*". Nuestra diversidad en nuestra empresa nos hace mejores que el resto porque no importa su origen, idioma, sexo, religión o cualquier otra diferencia; llegaremos a la cima y celebraremos juntos. 🙌

AIL was founded over 60 years ago with the mission of helping protect families. During the last decades, we began to experience a substantial Latin impact of *Opportunity Unlimited*, creating a beautiful mixture of cultures with a common goal. That develops competition as to who makes more ALP, helps more families, recognition, etc. However, the main point is to achieve our goals without interfering in our shared mission of developing healthy competition and pushing each other over the limits to get better every day and make our company better.

A good example was 1998 when the MLB was struggling financially, and others sports and entities like NFL began to get some ground, and people began to follow them more. Two players from different backgrounds led the 1998 season, showing sportsmanship and making fans believe in baseball again. These two individuals were Mark McGuire and Sammy Sosa. In 1998 each one was pushing each other to get the home run record, but their way to do it was with class. When Mark hit a home run, Sammy celebrated, and vice versa, admiring each other and most importantly, respecting each other. When Mark broke the record, it was a game against the Chicago Cubs (Sammy Sosa's team), and Sammy ran from the right field to congratulate Mark for his achievement with class and admiration. Two different backgrounds and cultures, mutual respect.

Let's learn from these individuals and develop everyday respect for our agencies, agents, and managers looking for our common goal: "helping protect working families and *Opportunity Unlimited*." Our diversity in our company makes us better than the rest because it doesn't matter your background, language, sex, religion, or any other difference; we will reach the top and celebrate each other together. 🙌



Vemos una tremenda oportunidad en el mercado Latino. AIL-NILICO busca MGAs y GAs Latinos que deseen seguir la carrera profesional de SGA. **Si usted está interesado, hable con su SGA, después envíe un correo electrónico a futuresga@AILife.com**

We see tremendous opportunity in the Latino market. AIL-NILICO is looking for Latino MGAs and GAs wanting to pursue the SGA Career track. **If you are interested, speak to your SGA, then send an email to futuresga@AILife.com**

VETERAN PRODUCER



1
DANA MARTIN GONZALEZ
MIAMI, FL

ROOKIE PRODUCER



1
BELKIS ROSAL
MIAMI, FL

SA



1
YELINETH GODOY LATUFF
BEDFORD, TX

GA



1
JORGE CARIDAD
BEDFORD, TX

VETERAN MGA



1
MAYRA ROBLES
HOUSTON, TX

ROOKIE MGA



1
ANGEL CONTRERAS
MIAMI, FL

RGA



1
ALEXIS NARANJO
HOUSTON, TX

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: MARCH

Rank	Net ALP	NTG	RET	MGA	SGA
1	Dana Martin Gonzalez	\$16,250	84.7	Alfredo Garcia	Beto Quintero
2	Diego Vargas	\$14,316	81.7	Daniel Pacheco	Beto Quintero
3	Victor Romero	\$10,401	89.7	Doris Martinez Garcia	Beto Quintero
4	Eli Lobo Gonzalez	\$7,716	85.8	Sergio Carta	Beto Quintero
5	Amanda Urdaneta	\$7,441	83.3	Alfredo Garcia	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: MARCH

Rank	Net ALP	NTG	RET	MGA	SGA
1	Belkis Rosal	\$41,089	98	Solgeis Cardozo Mijares	Hemerson Gonzalez
2	Yoselin Diaz Cruz	\$35,978	100	Solgeis Cardozo Mijares	Hemerson Gonzalez
3	Maried Hernandez Villasmil	\$28,869	98	Susana Al Choufi Naim	Hemerson Gonzalez
4	Roger Tovar	\$28,472	100		Fort Worth Latino Division
5	Estela Pino	\$25,850	100	Luis Velasquez	Jesus Romero

TOP LATINO MARKET SUPERVISING AGENTS: MARCH

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Yelineth Godoy Latuff	\$57,610	\$62,297	100		Fort Worth Latino Division
2	Edgar Santamaria Tovar	\$37,962	\$41,407	100		Richardson Latino Division
3	Juan Guzman Aular	\$34,068	\$43,625	100	Luis Velasquez	Jesus Romero
4	Patricia Cinquemani	\$27,877	\$31,404	98	Susana Al Choufi Naim	Hemerson Gonzalez
5	Manuel Lanz Jaimes	\$27,411	\$32,527	98	Jhonatan Quintero	Hemerson Gonzalez

TOP LATINO MARKET GENERAL AGENTS: MARCH

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Jorge Caridad	\$93,720	\$99,248	93		Fort Worth Latino Division
2	Narayana Pena Gutierrez	\$89,270	\$106,569	92	Solgeis Cardozo Mijares	Hemerson Gonzalez
3	Adalberto Paz	\$65,176	\$96,525	99		San Antonio Latino Division
4	Lubrasca Iguaro	\$64,338	\$66,766	96	Luis Velasquez	Jesus Romero
5	Taleb Jammoul Hajali	\$64,236	\$95,911	95	Klyo Vidal	Beto Quintero

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: MARCH

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Mayra Robles	20.4%	\$36,701	\$30,491	75.9	Gonzalez-Vasu
2	Sergio Carta	20.3%	\$166,182	\$138,184	81.0	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: MARCH

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Angel Contreras	438.5%	\$128,039	\$29,200	75.4	Hemerson Gonzalez
2	Luis Velasquez	338.4%	\$98,817	\$29,200	94	Jesus Romero
3	Carmen Pena Guedez	208.5%	\$60,884	\$29,200	94	Jesus Romero

TOP LATINO MARKET REGIONAL GENERAL AGENTS: MARCH

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Alexis Naranjo	406.2%	\$163,254	\$32,250	96	Jesus Romero

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Dana Martin Gonzalez	\$44,638	84.7	Alfredo Garcia	Beto Quintero
2	Diego Vargas	\$38,265	81.7	Daniel Pacheco	Beto Quintero
3	Victor Romero	\$36,350	89.7	Doris Martinez Garcia	Beto Quintero
4	Leonardo Alsina	\$34,994	75.1	Doris Martinez Garcia	Beto Quintero
5	Eli Lobo Gonzalez	\$28,056	85.8	Sergio Carta	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Dulce Monagas	\$52,690	98	Susana Al Choufi Naim	Hemerson Gonzalez
2	Nancy Djendji	\$48,095	99	Jean Romero Capote	Jesus Romero
3	Roger Tovar	\$44,319	100		Fort Worth Latino Division
4	Aldalynne Aldana Bello	\$42,556	91	Daniel Pacheco	Beto Quintero
5	Nesmar Vielma	\$41,443	96	Solgeis Cardozo Mijares	Hemerson Gonzalez

TOP LATINO MARKET SUPERVISING AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Yelineth Godoy Latuff	\$99,086	\$108,324	100		Fort Worth Latino Division
2	Catalina Mendoza Hernandez	\$81,399	\$94,653	94	Jean Romero Capote	Jesus Romero
3	Bettania Ramos	\$80,131	\$100,217	99		San Antonio Latino Division
4	Yelitza Dominguez	\$79,962	\$121,154	98	Jean Romero Capote	Jesus Romero
5	Patricia Cinquemani	\$70,333	\$83,633	98	Susana Al Choufi Naim	Hemerson Gonzalez

TOP LATINO MARKET GENERAL AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Jorge Caridad	\$273,987	\$294,839	93		Fort Worth Latino Division
2	Nafic Djendji Abdel Khalek	\$255,190	\$417,123	99	Jean Romero Capote	Jesus Romero
3	Taleb Jammoul Hajali	\$217,839	\$383,188	95	Klyo Vidal	Beto Quintero
4	Narayana Pena Gutierrez	\$150,472	\$210,492	92	Solgeis Cardozo Mijares	Hemerson Gonzalez
5	Adalberto Paz	\$144,982	\$184,339	99		San Antonio Latino Division

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Mayra Robles	13.4%	\$131,591	\$116,067	75.9	Gonzalez-Vasu

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Carmen Pena Guedez	257.0%	\$300,217	\$116,800	94	Jesus Romero
2	Angel Contreras	192.2%	\$224,529	\$116,800	75.4	Hemerson Gonzalez
3	Adianeza Rodriguez	179.2%	\$209,269	\$116,800	89	Hemerson Gonzalez

TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Alexis Naranjo	4018.4%	\$435,812	\$10,582	96	Jesus Romero
2	Astrid Castrillon	30.2%	\$263,921	\$202,771	89	Hemerson Gonzalez



1
MOHAMED KAMMAL CHAAR
TROY, MI



2
MATTHEW ALBO
TROY, MI



3
GIORGI GOGIDZE
NEW YORK, NY



4
BELKIS ROSAL
MIAMI, FL



5
YOSELIN DIAZ CRUZ
MIAMI, FL



6
LADAN RAHBARY
VANCOUVER, BC



7
SCOTT WHITFORD
WILMINGTON, DE



8
MARIEL HERNANDEZ VILLASMIL
MIAMI, FL



9
ROGER TOVAR
BEDFORD, TX



10
AARON ALLEN
TROY, MI



11
VANESSA SUITER
INDIANAPOLIS, IN



12
ESTELA PINO
HOUSTON, TX



13
KELLY NELSON
TACOMA, WA



14
JILL LYTLE
BOYNTON BEACH, FL



15
SPENCER KOZEJ
WEXFORD, PA



16
NORIS DOMINGUEZ RAMIREZ
HOUSTON, TX



17
LEBERT MCBEAN
FLUSHING, NY



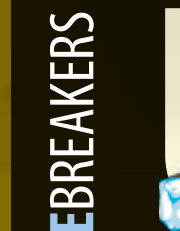
18
KIMBRIA BRACEY
JACKSON, MS



19
LUIS CALDERON WELMAN
MIAMI, FL



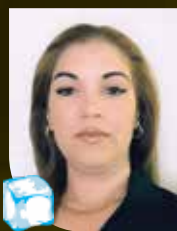
20
JEFFREY ENGLISH
ORLANDO, FL



ICEBREAKERS
CRISTIAN YANEZ OJEDA
MIAMI, FL



BRANDON MORTON
EDISON, NJ



ICEBREAKERS
YARIMA ACOSTA TORRES
DALLAS, TX

APRIL

Rank	Net ALP	NTG	RET	MGA	SGA
1	Mohamed Kammal Chaar	\$69,141	99		Nick Scordos Zach Hart
2	Matthew Albo	\$49,613	98		Noah Schultz Zach Hart
3	Giorgi Gogidze	\$45,204		80.2	James Fangmann Albert Serur
4	Belkis Rosal	\$41,089	98		Solgeis Cardozo Mijares Hemerson Gonzalez
5	Yoselin Diaz Cruz	\$35,978	100		Solgeis Cardozo Mijares Hemerson Gonzalez
6	Ladan Rahbary	\$33,022		87.5	Bruce Viaje AO
7	Scott Whitford	\$31,890		84.2	Saury Espailat Ryan Bisanz
8	Mariel Hernandez Villasmil	\$28,869	98		Susana Al Choufi Naim Hemerson Gonzalez
9	Roger Tovar	\$28,472	100		Fort Worth Latino Division
10	Aaron Allen	\$28,329	96		Ian Rouleau Zach Hart
11	Vanessa Suiter	\$27,492	98		Adam Kidikas Josh West
12	Estela Pino	\$25,850	100		Luis Velasquez Jesus Romero
13	Kelly Nelson	\$25,004	93		Bobby Park AO
14	Jill Lytle	\$24,987	100		Anthony Chinaglia Evan Holzhauser
15	Spencer Kozej	\$24,974	90		Mark Bernsdorff Simon Arias
16	Noris Dominguez Ramirez	\$24,107	98		Jean Romero Capote Jesus Romero
17	Lebert McBean	\$23,583		84.1	Reynolds Akuamoa Theodore Pappas
18	Kimbria Bracey	\$23,294		76.2	Marsei Hogan Ernest Powell
19	Luis Calderon Welman	\$22,123	98		Susana Al Choufi Naim Hemerson Gonzalez
20	Jeffrey English	\$22,100	97		Joe Lewo Henderson-Locker
21	Jorge Leon	\$21,977	100		Ronald Rivera Cohen-Velasquez
22	Nancy Djendji	\$21,574	99		Jean Romero Capote Jesus Romero
23	Bryan Stoddard	\$21,517		76.1	Josh West
24	Chilynn Acevedo	\$20,827		94.5	Chilynn Acevedo Fisher-Zuzick
25	Christopher Gilbert	\$20,632	90		Jeremiah Russin Simon Arias
26	Cristian Yanez Ojeda	\$20,619	100		Doris Martinez Garcia Beto Quintero
27	James Lee	\$20,572	95		David Wang Arias-Dlabik
28	Brandon Morton	\$20,428	100		Corey Helly Giglione-Ackerman
29	Dwight Ross	\$19,720	100		Christopher Botelho AO
30	Yarima Acosta Torres	\$19,626	98		Jhonatan Quintero Hemerson Gonzalez
31	Bezawit Girma	\$19,013	100		Matthew Turnquist Richard Correa
32	Holli Allien	\$18,766	94		Edward DeFurio Nick Moore
33	James Davis	\$18,666	100		Ian Rouleau Zach Hart
34	Mariam Alabi	\$18,576	100		James Sodan Nick Moore
35	David Ferriolo	\$18,493		89.2	John Catalano Simon Arias
36	Christina Ande	\$18,201	96		John Vacca Tommy Vena
37	Carlos Barreto Bermudez	\$18,169	100		Richardson Latino Division
38	Leydi Hernandez Hidalgo	\$17,925	99		Sergio Carta Beto Quintero
39	Luis Soriano	\$17,903	86		Jeffrey Espinal Theodore Pappas
40	Raymond Tomasik	\$17,890	90		Mario Hajro AO
41	Shirly Palacios	\$17,810		78.1	Bobby Park AO
42	Franklin Franco	\$17,774	100		Fort Worth Latino Division
43	Danielle Denson	\$17,681	98		Pedro Lemos Henderson-Locker
44	Gavyn Florell	\$17,596	97		Dylan Jackson Arias-Dlabik
45	Amoy Wyndham	\$17,512		79.3	Jagdish Sukhu Theodore Pappas
46	Elmar Salas Velasco	\$17,229	94		Tahis Quintero Bonilla Jesus Romero
47	Andreja Boensch	\$17,190	100		Paul Smith Zach Hart
48	Jessica Maimon	\$17,110	100		Ashley Hutson Kyle Wrobel
49	Jeremy Digiovanni	\$16,984	98		Joe Lewo Henderson-Locker
50	Pedro Mateo	\$16,870	100		William Dugan Simon Arias

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Spencer Kozej	\$128,283	90		Mark Bernsdorff Simon Arias
*2	Giorgi Gogidze	\$123,806		80.2	James Fangmann Albert Serur
*3	Ervin Metaj	\$108,281	96		Taulant Bane Dustin Venekamp
*4	Kimbria Bracey	\$106,084		76.2	Marsei Hogan Ernest Powell
*5	Ladan Rahbary	\$105,864		87.5	Bruce Viaje AO
*6	Scott Whitford	\$101,374		84.2	Saury Espailat Ryan Bisanz
*7	Tytere Morrow	\$99,679		79.5	Ashley Rust James Cunningham
*8	Bruno Nuro	\$99,171	97		Taulant Bane Dustin Venekamp
*9	Marvelie Sanchez	\$93,951	93		Joseph Tomanovich AO
*10	Christina Salvatore	\$90,949	80		Arif Hajro AO
11	Bart Barrett	\$90,135		75.3	Mark Lomonaco AO
12	Carrington Hanna	\$87,143		82.7	Eno Iftiu AO
13	Crystal Lax	\$86,778	91		Joy Vann-Austin Jamison Weatherspoon
14	Hector Cruz	\$86,409	94		Joseph Rotolo Henderson-Locker
15	Christopher Gilbert	\$84,819	90		Jeremiah Russin Simon Arias
16	Chilynn Acevedo	\$84,165		94.5	Chilynn Acevedo Fisher-Zuzick
17	Michael Geyer	\$79,009		91.2	Mark Bernsdorff Simon Arias
18	Elaina Vecchio	\$77,349	93		Edward DeFurio Nick Moore
19	Ashley Mysza	\$76,762		76.8	John Vacca Tommy Vena
20	Christina Ande	\$74,427	96		John Vacca Tommy Vena
21	Scott Urbanowicz	\$72,982	96		Joe Lewo Henderson-Locker
22	Kelechi Anele	\$72,644	93		Carlo Buhay AO
23	Mohamed Kammal Chaar	\$72,549	99		Nick Scordos Zach Hart
24	Emily Klich	\$71,664	99		Brandon Hughes Dustin Venekamp
25	Joshua Hosenbold	\$71,607		73.8	Joe Lewo Henderson-Locker
26	Anthony Williams	\$69,077	88		Ryan Crawford Simon Arias
27	Joshua Notte	\$68,682	99		Daniel Prinzo S-S-Parks-Salvaggi
28	Matthew Kahwaji	\$66,144	100		Eno Iftiu AO
29	Sergio Hernandez	\$66,131		74.7	Joe Lewo Henderson-Locker
30	Kervin Torres	\$65,314	86		Joe Lewo Henderson-Locker
31	Connor O'Donnell	\$64,363	93		Arturo Romero S-S-Parks-Salvaggi
32	Stephen Davis	\$64,346	96		Serur-Yagjian
33	Kelly Jones	\$61,893	90		Joe Lewo Henderson-Locker
34	Forouzan Alviri	\$60,809		94.9	Darrell Asbell AO
35	Michele Stewart	\$59,844	89		Eno Iftiu AO
36	Bryan Stoddard	\$59,170		76.1	Josh West
37	Armita Ghalandar	\$58,414	97		Jovanie Scarlett Weatherspoon-Harris
38	Sara Hart	\$58,412	84		Eno Iftiu AO
39	Gabrielle Kolar	\$57,733	90		James Sodan Nick Moore
40	Jill Lytle	\$57,706	100		Anthony Chinaglia Evan Holzhauser
41	Edon Nevzadi	\$57,376	95		Taulant Bane Dustin Venekamp
42	Victoria Kabluyen	\$56,755	94		Jacqueline Kabluyen AO
43	Kurt Evans	\$55,969	90		Alec Seibold Josh West
44	Angellese Camacho	\$55,872	99		Jake Gelb Nick Moore
45	Yolanda Walker	\$55,726	90		Eric Banks Saavedra-Longino
46	Brent Henderson	\$54,986	86		Jeremiah Russin Simon Arias
47	Andi Iftiu	\$54,919	93		Eno Iftiu AO
48	Kelly Nelson	\$54,906	93		Bobby Park AO
49	Jeffrey Funderburg	\$54,426	87		Andrew Hynan AO
50	Holli Allien	\$54,342	94		Edward DeFurio Nick Moore

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.



1
AREF SAYEGH
HALIFAX, NS



2
DANIEL PARAVISINI
GRANDVIEW, MO



3
JOSHUA DISHONG
COLUMBUS, OH



4
OLEG NOVITCHII
CLEVELAND, OH



5
ARTURO ROMERO
CLEVELAND, OH



6
MUHAMMED ASHRAF
FLUSHING, NY



7
DERRICK MASON
COON RAPIDS, MN



8
DUNI OLUSEGUN
INDIANAPOLIS, IN



9
CARMEN ARROYO
FLUSHING, NY



10
DUANE SHAW
SCHAUMBURG, IL



11
MIKE REED
LONDON, ON



12
IRELAND SIRNI
MARLBOROUGH, MA



13
TINA JANTI
URBANDALE, IA



14
TREVOR BAILEY
HALIFAX, NS



15
LILY SAKAI
LOS ANGELES, CA



16
KEVIN ISHIKANE
KAPOLEI, HI



17
ROGER FREDERICKS
LAS VEGAS, NV



18
ABENI MAYFIELD
WEXFORD, PA



19
ALEX MILLER
LOS ANGELES, CA



20
MICHAEL VAN DELFT
HALIFAX, NS

APRIL

Rank	Net ALP	NTG	RET	MGA	SGA
1	Aref Sayegh	\$71,408	92.6	Phillip Waisman	Satti-Kanaan
2	Daniel Paravisini	\$58,457	82.7	Ryan Stenglein	AO
3	Joshua Dishong	\$51,082	79.3	Joshua Dishong	S-S-Bendure-Hartwig
4	Oleg Novitchii	\$45,129	84.4	Eric Thompson	S-S-Parks-Salvaggi
5	Arturo Romero	\$42,867	81.6	Arturo Romero	S-S-Parks-Salvaggi
6	Muhammed Ashraf	\$42,657	86.3	Sabrina Kryshundayal	Theodore Pappas
7	Derrick Mason	\$42,127	79.8	Derrick Mason	Chad Deley
8	Duni Olusegun	\$41,432	85.2	Duni Olusegun	James Cunningham
9	Carmen Arroyo	\$33,702	84.7	Levar Morgan	Theodore Pappas
10	Duane Shaw	\$32,353	96.9	Duane Shaw	Sabrina Lloyd
11	Mike Reed	\$31,985	91.4	Meaghan Krecsko	AO
12	Ireland Sirni	\$31,840	88.9	Edward DeFurio	Nick Moore
13	Tina Janti	\$29,533	100	Tina Janti	AO
14	Trevor Bailey	\$29,301	89.6	Scott Wheeler	Satti-Kanaan
15	Lily Sakai	\$28,158	91.7		Cohen-Velasquez
16	Kevin Ishikane	\$28,073	90.2	Blake Higuchi	AO
17	Roger Fredericks	\$27,383	85.5	Adrienne Bragas	AO
18	Abeni Mayfield	\$27,257	76.6	Timothy Bugge	Simon Arias
19	Alex Miller	\$24,897	76.2	Stephen Jeung	Cohen-Velasquez
20	Michael van Delft	\$24,717	87.2		Satti-Kanaan
21	Joseph Ciliberti	\$24,359	75.2	Carey Hartman	Simon Arias
22	Paul Pestian	\$23,368	79.6	Daniel Prinzo	S-S-Parks-Salvaggi
23	Robert Jackson	\$23,072	81.7	Robert Jackson	Arias-Dlabik
24	Tony Georges	\$22,844	88.3	Matthew Conrad	S-S-Parks-Salvaggi
25	Roger Fung	\$22,201	73.4		Mathew Hart
26	Troy Plummer	\$21,199	83.7	Michael Mandella	AO
27	Jesse Fullmer	\$20,977	88.6	Jesse Fullmer	AO
28	Ellen Tuttle	\$20,269	87.9		Brett Gryska
29	Alipate Makau	\$20,068	95.0	Alipate Makau	Steve Friedlander
30	Ross Ewen	\$19,267	86.6	Ross Ewen	Kevin Holtz
31	Michael Battaglio	\$18,949	90.6	Michael Battaglio	Evan Holzauer
32	Sonia Tyner	\$18,621	82.7	Tami Chaimov	Jamison Weatherspoon
33	Ngan Pham	\$18,547	82.3	Ngan Pham	Byron Paz
34	Max Quasem	\$18,442	87.5		Cohen-Velasquez
35	Kevin Gillum	\$18,335	83.9	Mark Neilson	AO
36	Joel Trask	\$18,332	80.2	Christopher Bungay	Satti-Kanaan
37	Eddie Pourjalali	\$18,323	86.2		Cohen-Velasquez
38	Danial Arif	\$18,291	85.7	Doron Freud	Giglione-Ackerman
39	Meardey Kim	\$18,132	77.7	Yussuf El-Zein	AO
40	Babajide Obashoto	\$18,055	80.3	Tiffany Babin-Washington	Jay Washington
41	DeAnthony Hartman	\$17,975	82.8	Nick Scordos	Zach Hart
42	Breann Hoenig	\$17,762	84.3	Evan Stewart	Simon Arias
43	Samuel Holden	\$17,689	86.2	Selma Ogresevic	Brett Gryska
44	Ala Awad	\$17,436	80.7		AO-Lorence
45	Julia Loboda	\$17,356	88.2	Marisa Willgruber	Theodore Pappas
46	Joachim Jean	\$17,315	92.8	Ryan Hall	Laura Fisher
47	Klaudio Martinaj	\$16,994	73.3	Eno Iftiu	AO
48	David Rigney	\$16,942	81.9	David Rigney	Kevin Holtz
49	Paula Thompson	\$16,871	81.3	Ashley Clarke	Ernest Powell
50	Imani Banks	\$16,757	87.2	Johnny Ly	Giglione-Ackerman

ALL TIME RECORD: \$189,995 Net ALP — MARK NEILSON

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$248,178	79.3	Joshua Dishong	S-S-Bendure-Hartwig
*2	Oleg Novitchii	\$202,843	84.4	Eric Thompson	S-S-Parks-Salvaggi
*3	Duni Olusegun	\$185,285	85.2	Duni Olusegun	James Cunningham
*4	Carmen Arroyo	\$174,425	84.7	Levar Morgan	Theodore Pappas
*5	Mario Hajro	\$169,315	88.1		AO
*6	Michael van Delft	\$166,400	87.2		Satti-Kanaan
*7	Arturo Romero	\$165,904	81.6	Arturo Romero	S-S-Parks-Salvaggi
*8	Daniel Paravisini	\$161,580	82.7	Ryan Stenglein	AO
*9	Arif Hajro	\$147,989	80.0	Mario Hajro	AO
*10	Andrew Haskins	\$146,603	76.8	Andrew Haskins	AO
11	Taulant Bane	\$144,059	87.1	Taulant Bane	Dustin Venekamp
12	Kevin Ishikane	\$139,915	90.2	Blake Higuchi	AO
13	Aref Sayegh	\$131,804	92.6	Phillip Waisman	Satti-Kanaan
14	Alipate Makau	\$126,224	90.5	Alipate Makau	Steve Friedlander
15	Muhammed Ashraf	\$125,243	86.3	Sabrina Kryshundayal	Theodore Pappas
16	Kevin Gillum	\$122,392	83.9	Mark Neilson	AO
17	Abeni Mayfield	\$117,300	76.6	Timothy Bugge	Simon Arias
18	Jesse Fullmer	\$113,873	88.6	Jesse Fullmer	AO
19	Roger Fung	\$112,982	73.4		Mathew Hart
20	Lily Sakai	\$112,591	91.7		Cohen-Velasquez
21	Roger Fredericks	\$109,840	85.5	Adrienne Bragas	AO
22	Derrick Mason	\$107,151	79.8	Derrick Mason	Chad Deley
23	Troy Plummer	\$104,766	83.7	Michael Mandella	AO
24	Jillian Getz	\$101,836	85.0	Arif Hajro	AO
25	Mike Reed	\$96,728	91.4	Meaghan Krecsko	AO
26	Alex Miller	\$95,621	76.2	Stephen Jeung	Cohen-Velasquez
27	Ellen Tuttle	\$92,063	87.9		Brett Gryska
28	Max Quasem	\$91,435	87.5		Cohen-Velasquez
29	Trevor Bailey	\$90,073	89.6	Scott Wheeler	Satti-Kanaan
30	Patrick Knouse	\$86,220	91.1	Patrick Knouse	Slav Bitman
31	Alex Smith	\$86,064	84.9	Clint Perry	AO
32	Dina Boghdady	\$85,488	78.4	Luay Ghawi	AO
33	Ireland Sirni	\$85,381	88.9	Edward DeFurio	Nick Moore
34	Robert Jackson	\$82,155	81.7	Robert Jackson	Arias-Dlabik
35	Viktorious Dugan	\$81,972	87.4	Viktorious Dugan	AO
36	Kristi Basho	\$77,898	87.8	Arif Hajro	AO
37	Alan Sedaghat	\$77,302	79.5	Alan Sedaghat	AO
38	Gary Slocum	\$72,587	75.1	Gary Slocum	Desi Dimitrova
39	Irma Gallardo	\$72,522	78.6	Steven Warner	AO
40	Matthew Zang	\$72,449	84.8	Ryan Stenglein	AO
41	DeAnthony Hartman	\$72,305	82.8	Nick Scordos	Zach Hart
42	Duane Shaw	\$70,458	96.9	Duane Shaw	Sabrina Lloyd
43	Richard Sidoti	\$69,993	86.6	Andrew Bishop	AO
44	Bryan Juskiw	\$69,808	88.4	Bryan Juskiw	S-S-Bendure-Hartwig
45	Paul Pestian	\$69,392	79.6	Daniel Prinzo	S-S-Parks-Salvaggi
46	Ryan Vance	\$68,433	88.8	Derek Foore	S-S-Parks-Salvaggi
47	Cathy Dishong	\$68,110	85.9	Tony Geer	S-S-Bendure-Hartwig
48	Tyler McKnight	\$67,563	76.6	Mark Neilson	AO
49	Travis Carpenter	\$67,401	86.5	Jacqueline Kabluyen	AO
50	Joachim Jean	\$67,133	92.8	Ryan Hall	Laura Fisher

ALL TIME RECORD: \$756,403 Net ALP — JOSH DISHONG

LIFETIME RECORD: \$3,809,979 Net ALP — MAX QUASEM 1/31/21

SUPERVISING AGENTS



1
RAGIH MURSHED
TROY, MI



2
YELINETH GODOY LATUFF
BEDFORD, TX



3
KATHERINE DORRAH
TROY, MI



4
EDGAR SANTAMARIA TOVAR
RICHARDSON, TX



5
JUAN GUZMAN AULAR
HOUSTON, TX



6
IAN WARING
EDISON, NJ



7
SEAN TAYLOR
ORLANDO, FL



8
ANGELLESE CAMACHO
MARLBOROUGH, MA



9
AGNIESZKA KUSPER
SCHAUMBURG, IL



10
ZAKIYA JONES
CHESTERFIELD, VA

APRIL

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Ragih Murshed	\$78,442	\$92,784	95	Nick Scordos	Zach Hart	
2	Yelineth Godoy Latuff	\$57,610	\$62,297	100		Fort Worth Latino Division	
3	Katherine Dorrah	\$49,395	\$51,765	100	Ian Rouleau	Zach Hart	
4	Edgar Santamaria Tovar	\$37,962	\$41,407	100		Richardson Latino Division	
5	Juan Guzman Aular	\$34,068	\$43,625	100	Luis Velasquez	Jesus Romero	
6	Ian Waring	\$32,296	\$35,706	96	Corey Helly	Giglione-Ackerman	
7	Sean Taylor	\$31,988	\$49,266	94	Joe Lewo	Henderson-Locker	
8	Angellese Camacho	\$31,778	\$44,017	100	Jake Gelb	Nick Moore	
9	Agnieszka Kusper	\$29,676	\$44,496	99	Patrycja Grudzinska	Sabrina Lloyd	
10	Zakiya Jones	\$28,236	\$44,318	100	Elijah Brown	Andre McCallum	
11	Patricia Cinquemani	\$27,877	\$31,404	98	Susana Al Choufi Naim	Hemerson Gonzalez	
12	Cory Moncol	\$27,852	\$36,878		86.9	Matthew Conrad	S-S-Parks-Salvaggi
13	Manuel Lanz Jaimies	\$27,411	\$32,527	98	Jhonatan Quintero	Hemerson Gonzalez	
14	Claire Hershberger	\$27,265	\$29,684	99	Duni Olusegun	James Cunningham	
15	Bryce Engstrom	\$26,177	\$36,617	94	Brandon Minor	AO	
16	Carl Guillory	\$26,024	\$32,736	94	Keeland Bryant	Ernest Powell	
17	Alejandra Ramos	\$25,896	\$32,676	98	Adianeza Rodriguez	Hemerson Gonzalez	
18	Reinaldo Martinez	\$25,857	\$31,070	97	Pedro Lemos	Henderson-Locker	
19	Eli Lobo Gonzalez	\$25,676	\$33,393		82.3	Sergio Carta	Beto Quintero
20	Andrew Wheaton	\$25,459	\$28,165	96	Ian Rouleau	Zach Hart	

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Ervin Metaj	\$126,216	\$150,277	95	Taulant Bane	Dustin Venekamp	
*2	Yelineth Godoy Latuff	\$99,086	\$108,324	100		Fort Worth Latino Division	
*3	Sean Taylor	\$89,742	\$109,360	94	Joe Lewo	Henderson-Locker	
*4	Maria Jaramillo	\$85,060	\$109,869	98	Duane Shaw	Sabrina Lloyd	
*5	Jacob Krakora	\$84,537	\$117,924		73.4	Zachery Kertulis	S-S-Parks-Salvaggi
6	Ragih Murshed	\$83,450	\$107,955	95	Nick Scordos	Zach Hart	
7	Bryce Engstrom	\$81,833	\$97,936	94	Brandon Minor	AO	
8	Catalina Mendoza Hernandez	\$81,399	\$94,653	94	Jean Romero Capote	Jesus Romero	
9	Bettania Ramos	\$80,131	\$100,217	99		San Antonio Latino Division	
10	Yelitza Dominguez	\$79,962	\$121,154	98	Jean Romero Capote	Jesus Romero	
11	Dillon Kuehne	\$71,470	\$105,608		78.3	Jake Gelb	Nick Moore
12	Patricia Cinquemani	\$70,333	\$83,633	98	Susana Al Choufi Naim	Hemerson Gonzalez	
13	Tyler Stewart	\$66,203	\$78,554	93	Sokol Fazliu	Simon Arias	
14	Cory Moncol	\$65,394	\$82,362		86.9	Matthew Conrad	S-S-Parks-Salvaggi
15	Danica Rivera	\$65,213	\$65,213	92	Darrell Asbell	AO	
16	Jessica Specht	\$64,369	\$114,178	85	Giovanni Diduro	Brett Gryska	
17	Nicole Sanchez	\$64,230	\$82,274	94	Stella Roznovan	Cohen-Velasquez	
18	Brandon Atchley	\$63,396	\$95,786		89.2	Paul Smith	Zach Hart
19	Mason Sanchez	\$62,724	\$89,010	94	Alec Seibold	Josh West	
20	James Romero	\$61,918	\$118,996	89	Michael Romero	Mathew Hart	

ALL TIME RECORDS: \$1,001,807 1st 6 Mo Agt — MORIAH CHANDLER | \$1,476,253 Net ALP — MORIAH CHANDLER

GENERAL AGENTS



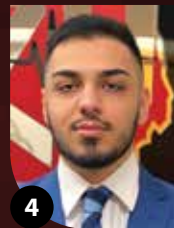
1
JORGE CARIDAD
BEDFORD, TX



2
NARAYANA PENA GUTIERREZ
DALLAS, TX



3
AHMED KASSEM
TROY, MI



4
BEDROS NAAMA
TROY, MI



5
ADALBERTO PAZ
SAN ANTONIO, TX



6
LUBRASKA IGUARO
HOUSTON, TX



7
TALEB JAMMOUL HAJALI
MIAMI, FL



8
MARC ALBO
TROY, MI



9
GEOFFERY OSILI
INDIANAPOLIS, IN



10
MORIAH CHANDLER
ORLANDO, FL

APRIL

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Jorge Caridad	\$93,720	\$99,248	93		Fort Worth Latino Division	
2	Narayana Pena Gutierrez	\$89,270	\$106,569	92	Solgeis Cardozo Mijares	Hemerson Gonzalez	
3	Ahmed Kassem	\$80,586	\$116,475	96	Nick Scordos	Zach Hart	
4	Bedros Naama	\$74,855	\$80,934	92	Ian Rouleau	Zach Hart	
5	Adalberto Paz	\$65,176	\$96,525	99		San Antonio Latino Division	
6	Lubraska Iguaro	\$64,338	\$66,766	96	Luis Velasquez	Jesus Romero	
7	Taleb Jammoul Hajali	\$64,236	\$95,911	95	Klyo Vidal	Beto Quintero	
8	Marc Albo	\$63,836	\$76,238	89	Noah Schultz	Zach Hart	
9	Geoffery Osili	\$58,279	\$67,476		79.1	Adam Kidikas	Josh West
10	Moriah Chandler	\$53,766	\$117,613	93	Joe Lewo	Henderson-Locker	
11	Ryan Jarvie	\$51,517	\$69,446	96	Joshua Egyud	Simon Arias	
12	Katie Stahulak	\$50,703	\$90,351	95	Patrycja Grudzinska	Sabrina Lloyd	
13	Melissa Quinn	\$50,077	\$61,479	96	Andrew Bishop	AO	
14	Bledar Bane	\$48,943	\$89,341	96	Taulant Bane	Dustin Venekamp	
15	Montana Hanson	\$47,347	\$69,123	94	Bobby Park	AO	
16	Jessenia Yazbek	\$45,828	\$70,722	93	Adianeza Rodriguez	Hemerson Gonzalez	
17	Conner White	\$45,317	\$59,760	94	Robert Jackson	Arias-Dlabik	
18	Helgi Bistochett Navarro	\$44,870	\$50,400	96		Richardson Latino Division	
19	Nairobi Contreras	\$42,779	\$73,027	93	Astrid Castrillon	Hemerson Gonzalez	
20	Leonardo Alsina	\$41,689	\$58,828	97	Doris Martinez Garcia	Beto Quintero	

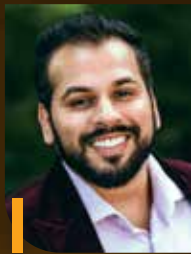
ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Moriah Chandler	\$450,671	\$786,628	93	Joe Lewo	Henderson-Locker	
*2	Bledar Bane	\$286,653	\$444,967	96	Taulant Bane	Dustin Venekamp	
*3	Jorge Caridad	\$273,987	\$294,839	93		Fort Worth Latino Division	
*4	Nafic Djendji Abdel Khalek	\$255,190	\$417,123	99	Jean Romero Capote	Jesus Romero	
*5	Taleb Jammoul Hajali	\$217,839	\$383,188	95	Klyo Vidal	Beto Quintero	
6	Jillian Getz	\$178,675	\$371,986		74.5	Arif Hajro	AO
7	Narayana Pena Gutierrez	\$150,472	\$210,492	92	Solgeis Cardozo Mijares	Hemerson Gonzalez	
8	Adalberto Paz	\$144,982	\$184,339	99		San Antonio Latino Division	
9	Helgi Bistochett Navarro	\$144,639	\$167,666	96		Richardson Latino Division	
10	Alexandra Jaeger	\$139,764	\$180,941	96	Duane Shaw	Sabrina Lloyd	
11	Geoffery Osili	\$133,866	\$196,523		79.1	Adam Kidikas	Josh West
12	Ahmed Kassem	\$131,660	\$194,923	96	Nick Scordos	Zach Hart	
13	David C Williams	\$130,657	\$197,942	88	Jenna Grula	Simon Arias	
14	Justin Kelly	\$125,866	\$207,955	95	Ryan Crawford	Simon Arias	
15	Marc Albo	\$124,925	\$191,241	89	Noah Schultz	Zach Hart	
16	Joseph Sansobrinno	\$120,537	\$131,598	92	Mariam Shahid	Theodore Pappas	
17	Kenneth Barker	\$119,744	\$137,107	93	John Hartin	AO	
18	Nicole Wright	\$117,772	\$142,904		86.0	Jake Gelb	Nick Moore
19	Melissa Quinn	\$115,194	\$149,378	96	Andrew Bishop	AO	
20	Katie Stahulak	\$114,132	\$215,369	95	Patrycja Grudzinska	Sabrina Lloyd	

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

MASTER GENERAL AGENTS



I **BOBBY GUJRAL**
BURNABY, BC



II **DARRELL ASBELL**
ALISO VIEJO, CA



III **DUANE SHAW**
SCHAUMBURG, IL



IV **BRODY MAUGHAN-EVANSON**
WEXFORD, PA



V **GABRIELA SIME**
RIVERSIDE, RI



VI **DORON FREUD**
EDISON, NJ



VII **DANIEL G JOHNSON**
NORTH CHESTERFIELD, VA



VIII **MARK BERNSDORFF**
WEXFORD, PA



IX **SCOTT WHEELER**
HALIFAX, NS



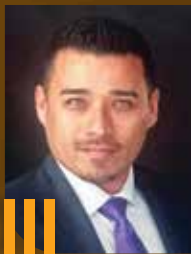
X **JUSTIN SUTTON**
HOUSTON, TX



XI **RACHEL BROWN**
MEMPHIS, TN



XII **MAC DUDDY**
EDISON, NJ



XIII **JUAN DIAZ**
ORLANDO, FL



XIV **MASSOUD VAZIRI**
BURNABY, BC



XV **RONALD RIVERA**
LOS ANGELES, CA



XVI **RICHARD WHYTE**
ETOBICOKE, ON



XVII **LINDA MARQUEZ**
PHOENIX, AZ



XVIII **ASHLEY WENNING**
COLUMBUS, OH



Rookie

ANGEL CONTRERAS
MIAMI, FL

APRIL

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Bobby Gujral	29.1%	\$153,007	\$118,546		79.9	AO
Paul Smith	26.5%	\$173,160	\$136,860		75.7	Zach Hart
Joshua Olin	25.2%	\$183,083	\$146,270		81.5	AO
II Darrell Asbell	39.1%	\$115,785	\$83,246		82.2	AO
Sokol Fazliu	141.4%	\$179,085	\$74,199		81.6	Simon Arias
David Carpenter	31.5%	\$139,560	\$106,104		78.9	Dustin Venekamp
III Duane Shaw	196.6%	\$182,340	\$61,474		74.6	Sabrina Lloyd
James Sodan	65.9%	\$129,907	\$78,285		77.3	Nick Moore
Andrew Bishop	65.1%	\$121,865	\$73,806		86.5	AO
IV Brody Maughan-Evanson	180.1%	\$162,012	\$57,844		74.3	Simon Arias
Michael Burningham	22.0%	\$87,106	\$71,413		78.9	AO
Omar Billy	21.6%	\$72,315	\$59,479		77.5	Jamison Weatherspoon
V Gabriela Sime	66.7%	\$92,565	\$55,516		83.7	Fisher-Zuzick
Timothy Bugge	76.8%	\$91,813	\$51,936		79.8	Simon Arias
Ed-Maggie Myrthil	30.3%	\$80,291	\$61,625		77.1	Theodore Pappas
VI Doron Freud	79.4%	\$113,151	\$63,072		82.1	Giglione-Ackerman
Matthew Diulus	56.2%	\$56,110	\$35,922		73.7	Andre McCallum
Adam Kidikas	54.6%	\$112,946	\$73,070		80.3	Josh West
VII Daniel G Johnson	149.9%	\$111,878	\$44,765		73.7	Andre McCallum
Daniel Perkins	142.3%	\$76,456	\$31,551		81.9	AO
Alex Kae	142.1%	\$95,934	\$39,628		86.2	AO
VIII Mark Bernsdorff	145.2%	\$95,318	\$38,867		81.3	Simon Arias
Michael Battaglio	108.5%	\$84,664	\$40,600		79.4	Evan Holzhauser
Stella Roznovan	107.9%	\$84,543	\$40,656		78.0	Cohen-Velasquez
IX Scott Wheeler	190.3%	\$137,047	\$47,213		85.1	Satti-Kanaan
Matthew Hudlin	51.2%	\$56,887	\$37,629		83.1	Giddens-Giddens
Kasali Kotun	39.5%	\$55,397	\$39,725		77.3	Williams-Akinade-Musso
X Justin Sutton	203.2%	\$67,630	\$22,306		83.9	London Nelson
Saury Espallat	172.8%	\$83,601	\$30,646		79.3	Ryan Bisanz
Morgan Lobello	80.2%	\$55,407	\$30,756		80.0	Giglione-Ackerman
XI Rachel Brown	196.1%	\$89,443	\$30,212		86.0	Giglione-Ackerman
William Parmeter	208.8%	\$66,082	\$21,397		76.2	Brett Gryska
Michael Cirelli	100.2%	\$69,235	\$34,582		84.6	Dorian Oldham
XII Mac Duddy	359.5%	\$87,766	\$19,099		75.0	Henderson-Locker
Jesse Fullmer	120.8%	\$40,355	\$18,276		84.9	AO
Michael Barlettano	97.7%	\$55,547	\$28,096		85.1	Giglione-Ackerman
XIII Juan Diaz	398.0%	\$42,975	\$8,629		76.3	AO
Kevin Butchino	101.3%	\$56,009	\$27,820		75.7	Gabriel Feldmann
Blake Tomblin	97.1%	\$36,586	\$18,558		82.5	Simon Arias
XIV Massoud Vaziri	322.1%	\$33,232	\$7,873		80.2	Cohen-Velasquez
Walter Henderson	31.1%	\$27,862	\$21,256		78.7	AO
Johnny Ramos	30.8%	\$29,964	\$22,901		77.2	Henderson-Locker
XV Ronald Rivera	120.3%	\$46,966	\$21,316		81.2	AO
Alex Paguio	130.1%	\$10,046	\$4,366		81.6	AO
Steven Sparkes	76.5%	\$21,611	\$12,243		80.3	AO
XVI Richard Whyte	181.0%	\$32,564	\$11,588		73.9	Dustin Venekamp
Jessy Girard	317.4%	\$6,995	\$1,676		81.6	AO
Darcy Schrieber	36.6%	\$1,374	\$1,006		79.3	Zach Hart
XVII Linda Marquez	338.5%	\$7,806	\$1,780		85.1	S-S-Bendure-Hartwig
Shawntae Collins	814.2%	\$12,713	\$1,391		81.0	AO
Noella Coleman	242.7%	\$11,142	\$3,251		85.5	AO
XVIII Ashley Wenning	8806.2%	\$8,639	\$97			

ALL TIME RECORD: \$595,303 Net ALP — MARC SALVAGGI

APRIL ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Angel Contreras	438.5%	\$128,039	\$29,200	\$89,838		75.4	Hemerson Gonzalez
Luis Velasquez	338.4%	\$98,817	\$29,200	\$11,000	94		Jesus Romero
Jake Gelb	303.3%	\$88,570	\$29,200	\$115,670		83.2	Nick Moore
Robert Jackson	278.0%	\$81,188	\$29,200	\$131,556	86		Arias-Dlabik
Ian Rouleau	246.9%	\$72,089	\$29,200	\$67,049		77.5	Zach Hart
John Hartin	245.8%	\$71,780	\$29,200	\$73,917	91		AO
Noah Schultz	210.4%	\$61,442	\$29,200	\$74,882	92		Zach Hart
Carmen Pena Guedez	208.5%	\$60,884	\$29,200	\$99,632	94		Jesus Romero
Klyo Vidal	202.0%	\$58,971	\$29,200	\$92,316		78.4	Beto Quintero
Pedro Lemos	182.6%	\$53,324	\$29,200	\$76,278	97		Henderson-Locker

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Joshua Olin	25.5%	\$843,431	\$672,292		81.5	AO
II Eric Thompson	48.6%	\$779,422	\$524,429		83.5	S-S-Parks-Salvaggi
Darrell Asbell	48.0%	\$701,152	\$473,910		82.2	AO
Mike Paragiou	17.9%	\$649,658	\$551,124		79.6	S-S-Parks-Salvaggi
III David Carpenter	147.6%	\$1,084,867	\$438,092		78.9	Dustin Venekamp
Duane Shaw	81.2%	\$704,273	\$388,592		74.6	Sabrina Lloyd
Sokol Fazliu	58.1%	\$639,418	\$404,503		81.6	Simon Arias
IV Brody Maughan-Evanson	110.9%	\$664,615	\$315,151		74.3	Simon Arias
Andrew Bishop	50.6%	\$520,412	\$345,586		86.5	AO
James Sodan	43.4%	\$505,035	\$352,238		77.3	Nick Moore
V Sara Vaz	30.8%	\$374,533	\$286,366		81.7	AO
Michael Burningham	29.7%	\$377,689	\$291,130		78.9	AO
Jenny Kim	19.4%	\$345,958	\$289,773		75.7	AO
VI Erin Allen	32.3%	\$318,800	\$241,049		73.0	Richard Correa
Timothy Bugge	31.5%	\$324,030	\$246,335		79.8	Simon Arias
Michael McKiernan	28.9%	\$322,964	\$250,494		78.7	Dustin Venekamp
VII Adam Kidikas	84.7%	\$429,533	\$232,599		80.3	Josh West
Bobby Park	78.1%	\$426,267	\$239,290		77.0	AO
Stephen Jeung	41.4%	\$314,444	\$222,403		74.5	Cohen-Velasquez
VIII Mark Bernsdorff	120.6%	\$476,591	\$216,072		81.3	Simon Arias
Alex Kae	72.6%	\$341,653	\$197,940		86.2	AO
Daryl Graham	66.8%	\$344,217	\$206,336		74.2	S-S-Parks-Salvaggi
IX Scott Wheeler	103.6%	\$388,435	\$190,800		85.1	Satti-Kanaan
Michael Battaglio	90.7%	\$344,662	\$180,702		79.4	Evan Holzhauser
John Santosuosso	62.7%	\$295,364	\$181,543		82.3	Brett Gryska
X Justin Sutton	126.0%	\$371,008	\$164,191		78.2	Giddens-Giddens
Matthew Hudlin	50.8%	\$269,770	\$178,930		83.1	Laura Fisher
Kasali Kotun	24.8%	\$201,300	\$161,268		77.3	Williams-Akinade-Musso
XI Rachel Brown	109.0%	\$297,682	\$142,428		83.9	London Nelson
Britton Costa	95.8%	\$277,670	\$141,786		76.5	Simon Arias
Saury Espallat	60.9%	\$231,461	\$143,810		79.3	Ryan Bisanz
XII William Parmeter	138.1%	\$322,310	\$135,364		76.2	Brett Gryska
Joy Vann-Austin	124.8%	\$298,483	\$132,763		78.9	Jamison Weatherspoon
Mac Duddy	92.7%	\$247,283	\$128,353		86.0	Giglione-Ackerman
XIII Jesse Fullmer	108.6%	\$217,485	\$104,243		84.0	AO
Michael Clemente	71.1%	\$214,423	\$125,304		88.2	Simon Arias
Justin Adams	65.8%	\$205,780	\$124,101		87.9	Simon Arias
XIV Ryan McIntosh	100.4%	\$193,473	\$96,561		79.1	AO
Kevin Butchino	58.1%	\$155,146	\$98,128		75.7	Gabriel Feldmann
Massoud Vaziri	43.3%	\$140,040	\$97,756		76.3	AO
XV Ronald Rivera	121.1%	\$177,587	\$80,307		80.2	Cohen-Velasquez
Anacleto Arevalo	61.9%	\$126,604	\$78,179		78.2	AO
Tanner Duy	47.9%	\$104,872	\$70,923		81.3	AO
XVI Jadwiga Martins	96.0%	\$108,094	\$55,150		76.0	AO
Richard Whyte	57.0%	\$97,740	\$62,260		81.2	AO
Alexus Hawkins	55.2%	\$90,079	\$58,027		73.4	Andre Hawthorne
XVII Jessy Girard	68.1%	\$46,198	\$27,486		81.6	AO
Jon Willman	59.7%	\$47,003	\$29,437		82.1	AO-Stenglein
Dale Shumaker	48.5%	\$22,324	\$15,033		79.9	Arias-Dlabik
XVIII Patrick Locke	359999900.0%	\$120	\$0		100.0	AO
Shawntae Collins	206.9%	\$23,031	\$7,505		81.0	AO
Ashley Wenning	178.1%	\$28,993	\$10,425		85.1	S-S-Bendure-Hartwig

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Carmen Pena Guedez	257.0%	\$300,217	\$116,800	\$434,824	94		Jesus Romero
Jake Gelb	240.6%	\$281,025	\$116,800	\$383,172		83.2	Nick Moore
Brandon Biskie	226.9%	\$265,012	\$116,800	\$307,168	86		Henderson-Locker
Angel Contreras	192.2%	\$224,529	\$116,800	\$397,412		75.4	Hemerson Gonzalez
John Hartin	187.1%	\$218,590	\$116,800	\$235,463	91		AO
Adianez Rodriguez	179.2%	\$209,269	\$116,800	\$313,118	89		Hemerson Gonzalez
Robert Jackson	171.6%	\$200,477	\$116,800	\$391,773	86		Arias-Dlabik
Ryan Crawford	158.9%	\$185,559	\$116,800	\$385,974	95		Simon Arias



I COREY HELLY
EDISON, NJ



II MATTHEW DIULUS
WEXFORD, PA



III BRODY MAUGHAN-EVANSON
WEXFORD, PA



IV RANDALL COOK
DULUTH, GA



V ELIAS BOLES
ROCHESTER, NY



VI JAMES SODAN
MARLBOROUGH, MA



VII MARIO HAJRO
CORONA, CA



VIII PHILLIP WAISMAN
HALIFAX, NS



IX NICK SCORDOS
TROY, MI



X ROBERT JACKSON
LOMBARD, IL



XI TYLER WORSTELL
WEXFORD, PA



XII MAC DUDDY
EDISON, NJ



XIII ALEXIS NARANJO
HOUSTON, TX

Spotlight recognizes the top three Regional General Agents in Categories I-XIII with positive growth. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2021 Awards Presentation are the top RGA per category from Categories I-XIII based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD *Spotlight* number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

APRIL

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Corey Helly	49.1%	\$498,375	\$334,277	82.1		Giglione-Ackerman
Robert Janev	44.4%	\$362,468	\$251,046	75.6		Sabrina Lloyd
Bobby Gujral	20.6%	\$374,327	\$310,348	81.0		AO
II Matthew Diulus	51.3%	\$378,495	\$250,200	79.2		Simon Arias
Paul Smith	51.2%	\$272,115	\$179,983	75.9		Zach Hart
III Brody Maughan-Evanson	93.0%	\$325,994	\$168,884	77.8		Simon Arias
Britton Costa	27.8%	\$249,338	\$195,043	76.4		Simon Arias
IV Randall Cook	42.1%	\$226,237	\$159,198	77.8		Jamison Weatherspoon
Brandon Summerton	39.8%	\$163,713	\$117,064	73.1		AO
Ryan Hall	24.7%	\$169,677	\$136,018	80.5		Laura Fisher
V Elias Boles	33.4%	\$149,041	\$111,708	76.6		Brett Gryska
Scott Wheeler	26.1%	\$156,696	\$124,245	83.9		Satti-Kanaan
VI James Sodan	131.8%	\$250,896	\$108,242	79.1		Nick Moore
Alberto Alcala	72.0%	\$155,166	\$90,227	74.1		Ryan Bisanz
Andrew Bishop	67.7%	\$193,164	\$115,168	86.0		AO
VII Mario Hajro	323.3%	\$270,942	\$64,010	90		AO
Duane Shaw	163.8%	\$182,340	\$69,116	74.6		Sabrina Lloyd
Sokol Fazliu	158.1%	\$191,481	\$74,199	81.8		Simon Arias
VIII Phillip Waisman	68.6%	\$155,464	\$92,205	84.9		Satti-Kanaan
Jeffrey von Kienast	52.1%	\$143,576	\$94,401	81.7		Josh West
Michael McKiernan	47.5%	\$92,935	\$62,990	77.8		Dustin Venekamp
IX Nick Scordos	419.8%	\$269,134	\$51,772	81.1		Zach Hart
Todd Speciale	414.5%	\$141,099	\$27,424	92		Henderson-Locker
Mavrick Fredericks	110.7%	\$136,965	\$65,017	75.5		Evan Holzhauser
X Robert Jackson	2993.6%	\$133,396	\$4,312	86		Arias-Dlabik
Doron Freud	132.3%	\$118,131	\$50,845	82.1		Giglione-Ackerman
Mark Bernsdorff	132.1%	\$90,854	\$39,150	81.3		Simon Arias
XI Tyler Worstell	766.8%	\$47,096	\$5,433	90.8		Simon Arias
Stella Roznovan	234.7%	\$105,574	\$31,547	79.4		Cohen-Velasquez
Daniel Perkins	154.7%	\$76,585	\$30,066	81.9		AO
XII Mac Duddy	335.9%	\$87,245	\$20,017	86.0		Giglione-Ackerman
Rachel Brown	178.2%	\$84,037	\$30,212	83.9		London Nelson
Jonathan Phillips	160.8%	\$66,657	\$25,560	81.8		Blake Ralston
XIII Alexis Naranjo	406.2%	\$163,254	\$32,250	96		Jesus Romero
Massoud Vaziri	322.1%	\$33,232	\$7,873	76.3		AO
Adam Schaefer	172.1%	\$25,122	\$9,232	77.3		Chad Deley

ALL TIME RECORD: \$1,143,711 Net ALP — MATTHEW PARKS

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Joshua Olin	18.8%	\$2,620,558	\$2,205,469		81.3	AO
Mark Neilson	17.5%	\$3,258,930	\$2,772,550		79.0	AO
II David Carpenter	46.2%	\$1,726,189	\$1,180,323		78.8	Dustin Venekamp
Matthew Diulus	39.4%	\$1,578,911	\$1,132,416		79.2	Simon Arias
Justin Adams	14.7%	\$1,281,339	\$1,116,841		78.7	Simon Arias
III Brody Maughan-Evanson	53.2%	\$1,285,772	\$839,420		77.8	Simon Arias
Kimberly Hamilton	43.8%	\$1,173,203	\$815,983		81.2	Brett Gryska
Britton Costa	31.2%	\$1,091,584	\$832,172		76.4	Simon Arias
IV Randall Cook	49.4%	\$1,083,426	\$725,181		77.8	Jamison Weatherspoon
Mark Lahijani	26.2%	\$811,805	\$643,283		73.4	Theodore Pappas
Joseph Tomanovich	26.1%	\$883,110	\$700,176		82.9	AO
V Scott Wheeler	56.0%	\$786,878	\$504,449		83.9	Satti-Kanaan
Jenny Kim	51.5%	\$764,029	\$504,153		76.4	AO
Bruce Viaje	33.7%	\$685,708	\$512,702		79.8	AO
VI James Sodan	96.1%	\$907,101	\$462,487		79.1	Nick Moore
Andrew Bishop	77.5%	\$777,800	\$438,268		86.0	AO
Meaghan Krecsko	49.8%	\$669,927	\$447,308		74.4	AO
VII Mario Hajro	280.9%	\$1,459,226	\$383,067	90		AO
Duane Shaw	75.8%	\$704,273	\$400,648		74.6	Sabrina Lloyd
Gregory Rudolph	67.6%	\$654,341	\$390,443		79.6	Simon Arias
VIII Jeffrey von Kienast	70.9%	\$533,710	\$312,224		81.7	Josh West
Michael McKiernan	70.8%	\$548,033	\$320,881		77.8	Dustin Venekamp
Adam Kidikas	54.0%	\$543,117	\$352,746		80.3	Josh West
IX Todd Speciale	263.1%	\$970,417	\$267,237	92		Henderson-Locker
Nick Scordos	131.7%	\$709,124	\$306,066		81.1	Zach Hart
Mavrick Fredericks	73.6%	\$463,742	\$267,208		75.5	Evan Holzhauser
X Mark Bernsdorff	118.2%	\$472,525	\$216,567		81.3	Simon Arias
Robert Jackson	65.8%	\$393,613	\$237,386	86		Arias-Dlabik
Tony Geer	58.2%	\$385,954	\$243,931		80.0	S-S-Bendure-Hartwig
XI Justin Sutton	95.6%	\$397,027	\$202,964		78.5	Giddens-Giddens
Michael Battaglio	94.5%	\$351,491	\$180,702		79.4	Evan Holzhauser
Stella Roznovan	74.3%	\$356,658	\$204,606		79.4	Cohen-Velasquez
XII Joy Vann-Austin	131.9%	\$298,482	\$128,699		78.9	Jamison Weatherspoon
Rachel Brown	105.2%	\$292,276	\$142,428		83.9	London Nelson
Amanda Peterson	96.2%	\$248,658	\$126,746		77.0	Moswen Taylor
XIII Alexis Naranjo	4018.4%	\$435,812	\$10,582	96		Jesus Romero
Adam Schaefer	237.5%	\$167,406	\$49,608		77.3	Chad Deley
Pedro Lemos	155.8%	\$224,089	\$87,600	97		Henderson-Locker

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS



EC

SIMON ARIAS



SABRINA LLOYD



COHEN-VELASQUEZ



EC

NICK MOORE



LAURA FISHER



HEMERSON GONZALEZ



ANDREW MCQUADE



KEVIN HOLTZ



DENIS-MICHAEL CATALANO



EVAN HOLZHAUER



MOSWEN TAYLOR

TOP % OF NET ALP OBJ ▶



ANDREW MCQUADE
Category VII
333.9

EC = 2021 Executive Council Member

Spotlight recognizes SGAs in Categories I-XI based on positive Net ALP Growth and Cat XII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I-XI based on Net ALP Growth (minimum 15%) and Cat XII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

APRIL

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I Simon Arias	94.0	\$1,675,302	\$1,781,400		78.1	54.4
Giglione-Ackerman	116.6	\$842,307	\$722,400		81.8	29.2
AO	86.7	\$4,792,256	\$5,530,400		80.1	4.0
Theodore Pappas	93.8	\$836,677	\$892,200		77.1	3.6
II Sabrina Lloyd	134.8	\$514,567	\$381,800		75.4	89.3
Beto Quintero	89.0	\$409,612	\$460,400		78.7	76.3
Zach Hart	126.7	\$767,698	\$605,700		79.2	28.7
Michael Vasu	69.4	\$414,967	\$597,900		74.8	1.0
III Cohen-Velasquez	131.8	\$448,385	\$340,200		81.0	48.8
Tom Williams	103.9	\$306,734	\$295,200		74.5	16.5
Satti-Kanaan	100.9	\$384,763	\$381,200		83.5	16.4
Arias-Dlabik	117.4	\$372,463	\$317,300	94		10.7
Jamison Weatherspoon	88.7	\$315,444	\$355,700		78.7	0.2
IV Nick Moore	209.0	\$427,663	\$204,600		79.5	199.8
Ernest Powell	125.4	\$314,032	\$250,400		77.3	36.2
V Laura Fisher	114.8	\$230,868	\$201,100		81.0	48.8
Henderson-Williams	85.3	\$83,890	\$98,300	97		30.6
Josh West	133.6	\$263,626	\$197,300		78.3	25.7
Williams-Akinade-Musso	75.3	\$111,112	\$147,500		75.9	6.8
VI Hemerson Gonzalez	220.5	\$452,243	\$205,100		73.5	179.4
Slav Bitman	101.3	\$176,811	\$174,600		75.9	60.2
Ryan Bisanz	148.8	\$200,095	\$134,500		74.8	58.2
Corey Neff	99.2	\$170,758	\$172,100		80.0	44.8
Brian Schreiter	118.0	\$177,181	\$150,200		79.8	25.8
VII Andrew McQuade	333.9	\$250,450	\$75,000	90		295.5
Dorian Oldham	93.6	\$150,424	\$160,700		80.9	14.9
Tiffany Roland	61.6	\$83,697	\$135,800		76.7	7.1
VIII Kevin Holtz	138.5	\$172,215	\$124,300		75.8	80.1
Greg Graham	105.3	\$127,647	\$121,200		77.2	65.8
Chalom-Chalom	128.9	\$123,259	\$95,600		83.6	46.0
Saavedra-Longino	86.3	\$113,347	\$131,300	89		11.1
IX Denis-Michael Catalano	181.0	\$146,058	\$80,700		74.9	147.8
Fisher-Zuzick	131.2	\$104,144	\$79,400		83.0	87.0
Byron Paz	129.1	\$122,400	\$94,800		76.2	62.0
Blake Ralston	160.3	\$139,294	\$86,900		78.6	50.9
Jay Washington	93.5	\$96,938	\$103,700		74.2	35.2
Albert Serur	94.1	\$133,017	\$141,400		76.0	4.3
X Evan Holzauer	175.9	\$137,885	\$78,400		74.9	120.4
Kris Thieme	109.8	\$82,662	\$75,300		79.4	20.5
XI Moswen Taylor	113.0	\$75,457	\$66,800		80.9	46.6
XII San Antonio Latino Division	628.9	\$202,809	\$32,250	98		N/A
Fort Worth Latino Division	481.1	\$155,151	\$32,250	98		N/A
Richardson Latino Division	326.7	\$105,348	\$32,250	96		N/A
Gonzalez-Vasu	115.3	\$37,181	\$32,250	94		N/A
Richard Pazak	99.1	\$31,961	\$32,250	95		107.0
Gabriel Feldmann	94.4	\$56,049	\$59,400		77.4	-31.4

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I AO	109.7	\$23,192,982	\$21,135,800		80.1	26.9
Simon Arias	99.3	\$7,074,873	\$7,123,500		78.1	23.5
Dustin Venekamp	106.1	\$2,904,817	\$2,738,500		78.4	19.2
S-S-Parks-Salvaggi	91.9	\$5,462,285	\$5,941,100		81.0	2.8
Giglione-Ackerman	89.7	\$2,740,067	\$3,055,200		81.8	2.2
II Sabrina Lloyd	143.1	\$2,030,420	\$1,419,200		75.4	73.0
Beto Quintero	85.7	\$1,516,842	\$1,769,300		78.7	10.7
Brett Gryska	98.7	\$2,306,574	\$2,336,500		80.8	8.4
Richard Correa	84.7	\$1,764,114	\$2,082,100		75.6	2.5
III Tom Williams	142.6	\$1,254,817	\$879,900		74.5	62.7
Cohen-Velasquez	105.5	\$1,865,854	\$1,767,900		81.0	20.9
Arias-Dlabik	107.0	\$1,557,934	\$1,456,100	94		17.4
Jamison Weatherspoon	97.2	\$1,485,748	\$1,528,100		78.7	11.4
Satti-Kanaan	93.6	\$1,406,296	\$1,501,700		83.5	3.4
IV Nick Moore	192.2	\$1,516,217	\$788,700		79.5	133.1
Ernest Powell	152.6	\$1,097,347	\$719,300		77.3	71.9
V Josh West	167.3	\$976,005	\$583,400		78.3	79.0
Laura Fisher	114.5	\$909,837	\$794,800		81.0	35.5
James Cunningham	99.8	\$832,560	\$833,900		79.1	5.0
VI Hemerson Gonzalez	193.7	\$1,137,243	\$587,100		73.5	109.0
Slav Bitman	109.7	\$716,434	\$652,800		75.9	36.2
Ryan Bisanz	114.5	\$643,188	\$561,700		74.8	29.2
Corey Neff	103.4	\$705,670	\$682,400		80.0	25.6
Brian Schreiter	107.8	\$636,740	\$590,600		79.8	21.6
VII Andrew McQuade	157.6	\$892,901	\$566,700	90		81.9
Travis Moody	117.2	\$561,812	\$479,500		80.1	34.4
Souley Bah	113.8	\$485,263	\$426,400		74.0	29.7
Tiffany Roland	88.8	\$433,970	\$488,600		76.7	12.8
Dorian Oldham	92.6	\$497,913	\$537,500		80.9	8.6
VIII Greg Graham	123.2	\$492,982	\$400,200		77.2	54.3
Chalom-Chalom	118.0	\$495,897	\$420,200		83.6	35.2
Kevin Holtz	106.2	\$572,489	\$539,200		75.8	25.5
Saavedra-Longino	104.0	\$407,722	\$392,000	89		24.1
Stephen Jubrey	88.6	\$375,619	\$423,800		74.1	1.9
IX Fisher-Zuzick	148.3	\$391,392	\$263,900		83.0	81.1
Denis-Michael Catalano	144.4	\$504,096	\$349,200		74.9	72.4
Albert Serur	141.6	\$524,939	\$370,600		76.0	60.6
Blake Ralston	129.4	\$496,974	\$384,200		78.6	41.7
Jay Washington	103.6	\$400,021	\$386,300		74.2	26.1
Byron Paz	99.1	\$429,874	\$433,800		76.2	16.1
Brandon MacDonald	82.7	\$289,997	\$350,800		75.2	0.4
X Evan Holzauer	155.9	\$470,575	\$301,900		74.9	83.3
London Nelson	126.2	\$340,180	\$269,600		78.6	29.2
Kris Thieme	109.1	\$312,849	\$286,800		79.4	23.9
XI Moswen Taylor	170.5	\$367,637	\$215,600		80.9	103.3
XII San Antonio Latino Division	483.3	\$467,600	\$96,750	98		N/A
Fort Worth Latino Division	355.4	\$458,528	\$129,000	98		N/A
Richardson Latino Division	234.4	\$302,361	\$129,000	96		N/A
Jeremy Rivers	105.4	\$135,912	\$129,000	89		N/A
Gonzalez-Vasu	103.0	\$132,928	\$129,000	94		N/A

CATEGORY I



1

MALKA ARONY
CAVE CREEK, AZ



2

TRAVIS DANIELS
TIONESTA, PA



1

DARRELL DOREY
MAHONE BAY, NS



2

TONY ANDERSON
INDIANAPOLIS, IN



1

MARK GAGLIARDI
CLARKSVILLE, TN



2

CARMELLA SWANSON
RANCHO SANTA MARGARITA, CA

CATEGORY IV



1

LARRY LOZANO
SAN JOSE, CA



2

VIVIAN DWYER
HARTFIELD, VA



1

MARIA SIERO
LAKEWAY, TX



2

BRETT HULME
POOLER, GA



1

HECTOR CORTEZ
FAIR OAKS, CA



2

KELLY PENICK
FORT WORTH, TX

CATEGORY V

CATEGORY VII



1

CURTIS BLAIR
CHICAGO, IL



2

JOSEPH TIBAYAN
OTTAWA, ON



1

MICHAEL PALERMO
MANSFIELD, CT



2

CHERYL COOK
EAST BERLIN, PA

CATEGORY VIII

FIRST SIGNED TG



AMBERLIE KRUEGER
FENTON, MI



RYAN GREGOLI
BRONX, NY



PATRICK DURAY
SHOREVIEW, MN

TOP MANAGERS

CATEGORY I



1

CHRISTA DAVIS
SAN DIEGO, CA

CATEGORY II



1

DAWN TRUDDEN
DUNLAP, IL

CATEGORY III



1

LACY MARTIN
HUNTSVILLE, TX

INDIVIDUAL REPS: APRIL

Category	Rank	Rep	Cards	Obj	% Obj
I	1	Malka Arony	8,725	2,797	311.9%
	2	Travis Daniels	1,794	1,288	139.3%
	3	Lisa Johnson	1,838	1,377	133.4%
II	1	Darrell Dorey	2,137	1,168	183.0%
	2	Tony Anderson	1,718	1,105	155.5%
	3	Brenda Wadey	1,726	1,160	148.8%
III	1	Mark Gagliardi	1,824	946	192.8%
	2	Carmella Swanson	1,450	1,060	136.8%
	3	Timothy Leary	1,202	1,040	115.6%
IV	1	Larry Lozano	2,158	882	244.8%
	2	Vivian Dwyer	1,165	867	134.4%
	3	Kevin McKeen	1,095	830	131.9%
V	1	Maria Siero	1,768	782	226.2%
	2	Brett Hulme	1,304	622	209.5%
	3	Tommy Flynn	1,016	723	140.6%
VI	1	Hector Cortez	2,171	547	397.1%
	2	Kelly Penick	771	577	133.7%
	3	Criseida Hernandez	693	580	119.6%
VII	1	Curtis Blair	959	470	204.2%
	2	Joseph Tibayan	604	489	123.5%
	3	Jessica Christersson	545	518	105.2%
VIII	1	Michael Palermo	514	458	112.1%
	2	Cheryl Cook	385	458	83.9%
IceBreaker	1	Michael Palermo	514	458	112.1%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	Chuck Hill	13,429	6,824	196.8%
	2	Lisa Johnson	8,317	5,509	151.0%
	3	Travis Daniels	7,402	5,151	143.7%
II	*1	Darrell Dorey	6,011	4,671	128.7%
	2	Janis Pitts	5,795	4,670	124.1%
	3	Lori Vaughn	5,220	4,392	118.9%
III	*1	Mark Gagliardi	4,749	3,785	125.5%
	2	Lisa Bennett	3,973	3,777	105.2%
	3	Timothy Leary	4,234	4,161	101.7%
IV	*1	Larry Lozano	5,416	3,526	153.6%
	2	George Murry	3,211	3,261	98.5%
	3	Kevin McKeen	2,994	3,320	90.2%
V	*1	Maria Siero	6,042	3,127	193.2%
	2	Thomas Nejman	2,795	2,624	106.5%
	3	Rachel Shelton	2,895	2,780	104.2%
VI	*1	Hector Cortez	3,379	2,187	154.5%
	2	Kelly Penick	3,357	2,308	145.4%
	3	Criseida Hernandez	2,909	2,319	125.4%
VII	*1	Curtis Blair	6,303	1,879	335.5%
	2	Jessica Christersson	2,582	2,073	124.6%
	3	Donna Altshue	1,843	2,046	90.1%
VIII	*1	Cheryl Cook	2,948	1,833	160.8%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: APRIL

Category	Rank	Manager	Cards	Obj	% Obj
I	1	Christa Davis	19,474	8,508	228.9%
	2	John Keliher	6,552	6,543	100.1%
II	1	Dawn Trudden	5,895	5,602	105.2%
	2	Morgan Breier	4,560	5,214	87.5%
III	1	Lacy Martin	5,445	5,078	107.2%
	2	Billy Sauers	4,652	4,910	94.7%

MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	Christa Davis	45,799	34,032	134.6%
II	*1	Dawn Trudden	27,813	22,409	124.1%
III	*1	Lacy Martin	22,822	20,312	112.4%
III	2	Billy Sauers	20,418	19,640	104.0%

MOST ORIGINAL CARDS GENERATED: YTD

- 1 LARRY LOZANO 2,058
- 2 MARIA SIERO 2,033
- 3 KATHY PAPPAS 1,801



1

LARRY LOZANO
SAN JOSE, CA

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using an objective of average leads generated last two years, lead card standard or 5,500 leads whichever is greater. To be recognized, Rep must meet 80% of assigned objective.

Manager categories I-III assigned using average lead production last two years for their respective territories. To be recognized, Manager must meet 80% of objective.

1



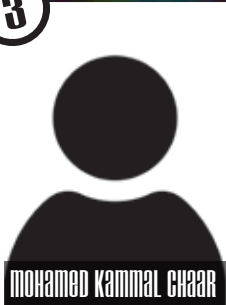
Aref Sayegh
\$14,360
Satti-Kanaan

2



Daniel Paravisini
\$12,337
AO

3



Mohamed Kammal Chaar
\$10,155
Zach Hart

4



Joshua Dishong
\$9,201
S-S-Bendure-Hartwig

5



Oleg Novitchii
\$9,114
S-S-Parks-Salvaggi

APRIL BONUS LEADERS

PAYOUT: \$2,497,442

QUALIFIERS: 4,674

- | | | | | |
|--|--------------------------------------|--|------------------------------------|--|
| \$14,360 Aref Sayegh | \$3,984 Estela Pino | \$2,897 Douglas Clarke | \$2,416 John-Carlo Bizzarro | \$1,962 Bretta Cummings |
| 12,337 Daniel Paravisini | 3,977 Tomarus Burks | 2,896 Cristian Yanez Ojeda | 2,403 Frederick Cole | 1,961 Tjere Morrow |
| 10,155 Mohamed Kammal Chaar | 3,904 Bryan Stoddard | 2,871 Babajide Obashoto | 2,398 Jeffrey English | 1,952 Jonathan Conner |
| 9,201 Joshua Dishong | 3,843 Luis Calderon Welman | 2,861 Evan Stewart | 2,376 David Tucker | 1,947 Christopher Rolph |
| 9,114 Oleg Novitchii | 3,843 Matthew Sturgis | 2,860 Christopher Gilbert | 2,375 Arif Hajro | 1,943 Hannah Michaelis |
| 8,783 Giorgi Gogidze | 3,831 Joshua Elkins | 2,857 Jesse Doherty | 2,373 Tyler McKnight | 1,942 Sergio Hernandez |
| 7,586 Duni Olusegun | 3,825 Omar Hashimi | 2,848 Conner White | 2,366 Jenny Alvarez | 1,936 Jihad Ottallah |
| 7,511 Muhammed Ashraf | 3,778 Max Quasem | 2,838 Raymond Tomasik | 2,366 Ariel McAlister | 1,934 Agnieszka Kuser |
| 7,478 Belkis Rosal | 3,764 Jesse Fullmer | 2,815 Franklin Franco | 2,359 Abeni Mayfield | 1,934 Victoria Lopes |
| 7,450 Duane Shaw | 3,744 Joseph Ciliberti | 2,807 Viktorious Dugan | 2,354 Alexandra Longo | 1,927 Noella Coleman |
| 7,291 Ireland Sirni | 3,648 Nicholas Montiel | 2,791 Melinda Skinner | 2,348 Lambert McElrath | 1,925 Dylan Jackson |
| 7,225 Mike Reed | 3,677 Chilynn Acevedo | 2,711 Devin Finley | 2,348 Juan Nunez | 1,923 Hans Klink |
| 7,019 Arturo Romero | 3,660 Michael Battaglio | 2,711 David Rigney | 2,346 Damaras Obi | 1,917 Sean Saigeon |
| 6,962 Derrick Mason | 3,640 Troy Plummer | 2,698 Andreja Boensch | 2,341 Ameenah Muhammad | 1,910 Luis Lamb |
| 6,962 Matthew Albo | 3,581 Shanna Tyner | 2,694 Conner White | 2,339 Jeremy Dell | 1,888 Todd Weinberg |
| 6,456 Yoselin Diaz Cruz | 3,576 Christina Ande | 2,690 Ashkan Khoshmagham | 2,327 Michael Bizzarro | 1,887 Rachael Ewald |
| 6,150 Ladan Rahbary | 3,551 Julia Loboda | 2,651 Brandon Eck | 2,324 Winston Armstead | 1,884 Ricky Gandhi |
| 6,091 Kevin Ishikane | 3,550 David Ferriolo | 2,650 Kelly Young | 2,323 Olivia Platte | 1,889 Jared Guglielmino |
| 5,798 Michael van Delft | 3,548 Aaron Allen | 2,641 Pamela Faircloth | 2,318 Samuel Holden | 1,879 Richard Whyte |
| 5,684 Roger Fredericks | 3,540 Joachim Jean | 2,638 Jorge Leon | 2,312 Flor Tapia | 1,879 Sharon Briscoe |
| 5,596 Alipate Makau | 3,487 Breann Hoenig | 2,625 Andrew Bogeas | 2,295 Yolette Mompoin | 1,879 Michael Barlettano |
| 5,513 Alon Barnur | 3,425 Ross Ewen | 2,619 Daniel Arif | 2,289 Yxel Yanes Yradi | 1,868 Betania Maury Cermenno |
| 5,456 Trevor Bailey | 3,346 Brandon Morton | 2,604 Steven Ellis | 2,284 Nicole Barabas | 1,863 Maria Diringner |
| 5,444 Lily Sakai | 3,312 DeAnthony Hartman | 2,588 James Lee | 2,279 Mike Sukhbaatar | 1,859 Monte Boswell |
| 5,310 Jessica Daniels | 3,258 Ryan Vance | 2,580 Holly Bonhorst | 2,279 Eric Banks | 1,856 Eglis Martinez Navas Bermudez |
| 5,034 Married Hernandez Villasmil | 3,252 Jinks Riddle | 2,579 Kayla Whipp | 2,253 Claudia Jacquet | 1,850 Peter Ko |
| 4,978 Tony Georges | 3,237 Lebert McBean | 2,564 Joseph Misleh | 2,250 Ian Pickett | 1,848 Chalisa Holmes |
| 4,958 Scott Whitford | 3,220 Eddie Pourjalali | 2,540 Jillian Getz | 2,241 Collins Appiah | 1,829 Luis Soriano |
| 4,955 Roger Tovar | 3,204 Dwight Ross | 2,536 Gunnar Jorstad | 2,241 Aaron Chen | 1,808 Rochelle Magpantay |
| 4,916 Vanessa Suiter | 3,185 Yarima Acosta Torres | 2,533 Michael Ezeafulukwe | 2,239 Sullen Nguyen | 1,801 Alex Smith |
| 4,583 Stephen Bowen | 3,161 Imani Banks | 2,520 Carlos Iraheta Barrientos | 2,238 Debbie-Ann Whitehorse | 1,798 Zachary Johnston |
| 4,483 Robert Jackson | 3,140 Gavyn Florell | 2,518 Jessica Maimon | 2,234 Brian Rogers | 1,797 Stephanie McBride |
| 4,372 Sara Hart | 3,131 Nella Lejeune | 2,503 Meardey Kim | 2,228 Jonathan Collins | 1,796 Daniel Bean |
| 4,328 Spencer Kozej | 3,117 Gabriell Natha | 2,462 Stephanie Dunbar | 2,228 Nancy Djendji | 1,787 Elmar Salas Velasco |
| 4,311 Paul Pestian | 3,063 Trace Cary | 2,461 Sandra Archer | 2,214 Daniel Hirsch | 1,781 Jesse Barker |
| 4,308 Ellen Tuttle | 3,063 Bezaawit Girma | 2,456 Danielle Denson | 2,213 Christopher McGlynn | 1,771 Tiffany Hussey |
| 4,302 Kimbria Bracey | 3,056 Ngan Pham | 2,455 George Ray | 2,213 Christopher McGlynn | 1,762 Theresa Taylor |
| 4,300 Kevin Gillum | 3,048 Noris Dominguez Ramirez | 2,450 Dulce Monagas | 2,205 Victoria Lewis | |
| 4,261 Kelly Nelson | 3,020 Rachael Glamp | 2,437 Shirly Palacios | 2,019 Richard Sidoti | |
| 4,258 Jill Lytle | 3,020 Alvin Ali | 2,435 Nelson Radnoty | 2,018 Oliyano Matos Abella | |
| 4,225 Carmen Arroyo | 3,000 Roger Fung | 2,432 Kasali Kotun | 2,017 Leslie Bitterman | |
| 4,202 Alex Miller | 2,993 James Davis | 2,428 Epifania Segovia Barreto | 2,015 Dorota Rusew | |
| 4,043 Dejan Kukolj | 2,990 Paula Thompson | 2,424 Jose Rojas | 2,014 Stacie Frey | |
| 4,027 Joseph Hedborn | 2,916 Joel Trask | 2,423 Marie Laine | 2,006 Adam Calnan | |
| | 2,899 Michael Geyer | | 1,994 Anne Banco | |
| | | | 1,988 Zachary Johnston | |
| | | | 1,982 Kettia Simon | |
| | | | 1,979 Victoria Vaxter | |
| | | | 1,967 Vanessa Rodriguez | |
| | | | 1,967 James Marks | |
| | | | 1,965 Brent Henderson | |

- \$1,744 Paul Smith
- \$1,737 Maureen Virginia Romero
- \$1,736 Jacqueline Murphy
- \$1,735 Dale Fortune
- \$1,732 Marilin Peralta
- \$1,731 Lleison Martinez
- \$1,728 Erika Walker
- \$1,727 Matthew Castelli
- \$1,723 Isaac Fuentes
- \$1,718 Dustin Edgell
- \$1,716 Lyzbet Manzano Torres
- \$1,715 Samir Rasheed
- \$1,714 Anthony Williams
- \$1,713 Yohann Azuaje
- \$1,709 Alvaro Ramirez Calderon
- \$1,709 Kenson Delva
- \$1,709 Donald Gregoire
- \$1,708 Patrick Sullivan
- \$1,706 Andreina Atencio Prado
- \$1,701 Joey Kennedy
- \$1,698 Jay Maska
- \$1,696 Zachery McHattie
- \$1,693 Hernan Rodriguez Becerra
- \$1,687 Cory Moncol
- \$1,683 Christian Navarro
- \$1,681 Angellese Camacho
- \$1,679 Stephen Coons
- \$1,673 Nesmar Vielma
- \$1,672 Kevin Valentin Ross
- \$1,672 Farnaz Fotovat Ahmadi
- \$1,670 Irma Gallardo
- \$1,667 Klaudio Martinaj
- \$1,661 Pedro Mateo
- \$1,656 Todd Weinberg
- \$1,654 Sabrina Sloan
- \$1,653 Bettania Ramos
- \$1,649 Sarah Saleim
- \$1,647 Harvey Quinn
- \$1,645 Zindora Crawford
- \$1,644 Keegan Kullby
- \$1,641 Andrea Schmitt
- \$1,640 Bruno Nuro
- \$1,636 Peter Barany
- \$1,631 Sonya Tamarchenko
- \$1,623 Joshua Briggs
- \$1,623 Hedly Bahena Reyes
- \$1,620 Jamil Fullman
- \$1,619 Julie Schwab
- \$1,617 Scott Urbanowicz
- \$1,614 Kristi Basho
- \$1,613 Gordon Maki
- \$1,610 Samuel Benton
- \$1,610 Joseph Sarasin
- \$1,609 Kathleen Mezik
- \$1,602 Andrea Rojas Salcedo
- \$1,594 Nina Blackmon
- \$1,592 Alexander Black
- \$1,586 Jared Reznicek
- \$1,585 Jojuan Wilson
- \$1,572 Justin Durkin
- \$1,571 Tyler Ortiz
- \$1,571 Jacob Reiter
- \$1,565 Zakiya Jones
- \$1,565 Mark Lomonaco
- \$1,564 Joshua Bobb-Semple

- \$1,562 Nolan Burke
- \$1,559 Muhammad Mansoor
- \$1,556 Armenia Vasquez
- \$1,554 Nicholas Davis
- \$1,553 Jose Oliveros Hurtado
- \$1,553 Victoria Lindner
- \$1,549 Ranjana Chopra
- \$1,544 Austin Rockall
- \$1,540 Mavrick Fredericks
- \$1,539 Donald Wolak
- \$1,537 Beau Cullen
- \$1,535 Saige Starkoff
- \$1,535 Ahmad Aqel
- \$1,533 Matthew McDowell
- \$1,529 Nicole Cenker
- \$1,529 Austin Hamilton
- \$1,527 Eileen Vasquez
- \$1,527 Geoff Beemler
- \$1,521 Greta Wilson
- \$1,516 Danyely Ramirez Godoy
- \$1,515 Carlos Barreto Salazar
- \$1,515 Daniel Li
- \$1,513 Armita Ghalandar
- \$1,511 Zayd Burns
- \$1,510 Steffanie Sainato
- \$1,505 Phoebe He
- \$1,499 Evelin Castro-Sharif
- \$1,497 Yelitza Dominguez
- \$1,495 Caitlin Hill
- \$1,491 Karem Cogollo
- \$1,487 Gregory Caldwell
- \$1,486 Jamie Blow
- \$1,484 Frank Murillo Alviarez
- \$1,481 Lismilque Miquelena Pirela
- \$1,481 Danielle Hercules
- \$1,478 Roberto Samano Diaz
- \$1,477 Nikki Chan
- \$1,476 Cash Sampson
- \$1,475 Angela Bonavico
- \$1,473 Patricia Santamarina
- \$1,472 Angelo Luciano
- \$1,469 Colleen Kopycienski
- \$1,468 Matthew Abdo
- \$1,465 Fariha Salman
- \$1,465 Montasir Garoot
- \$1,465 Sandra Dumas
- \$1,465 Sarah Linden
- \$1,464 Yrmaly Lopez
- \$1,463 Birdsell Kluver
- \$1,461 Danielle Custis
- \$1,458 Milton Sanders
- \$1,458 Heather Beers
- \$1,453 Reginald Flugence
- \$1,451 Marquise Kiffin
- \$1,446 Craig Hollowell
- \$1,442 Samantha Marsteller
- \$1,437 Kaylan Reabold
- \$1,436 Dan Williams
- \$1,434 Alex Grushko
- \$1,433 Patrick Carroll
- \$1,432 Crystal Lax
- \$1,431 Al-Shakise Anderson
- \$1,429 Heidi Dougherty
- \$1,426 Ashley Zuckerman
- \$1,426 Logan Klink
- \$1,424 Kristopher Bour

- \$1,423 Weslee Cajeras
- \$1,419 John Vacca
- \$1,416 Katie Stahulak
- \$1,414 Scott Florin
- \$1,411 Maria Galvez
- \$1,409 Tyler Boulden
- \$1,408 Dominic Trujillo
- \$1,407 Jamie Caldwell
- \$1,406 Harry Ramirez
- \$1,403 Victoria Kabluyen
- \$1,402 Erin King
- \$1,397 Nicole Holmgren
- \$1,396 Maria Seicane
- \$1,391 Alejandro Mondragon
- \$1,389 Alexis Fujikawa
- \$1,384 Barbara King
- \$1,382 Kelly McDonald
- \$1,381 Dustin Dunbar
- \$1,379 Jabari Thompson
- \$1,378 Jose Abad
- \$1,376 Bryan Fujikawa
- \$1,374 Tyler Menge
- \$1,374 Faith Jones
- \$1,371 Isaiah Newhouse
- \$1,370 Michael Harvey
- \$1,369 John Witteman
- \$1,367 Paul Torman
- \$1,367 Joshua Hammond
- \$1,366 Ashley Benensky
- \$1,365 Kenan Hyseni
- \$1,360 Samson Adelufosi
- \$1,359 Britton Kelso
- \$1,359 Bart Barrett
- \$1,358 Elaine Vecchio
- \$1,357 Jose Baptista
- \$1,356 Alexandra Boldwyn
- \$1,353 Philip Lehmann
- \$1,353 Roberto Samano Diaz
- \$1,352 Dawid Liniewski
- \$1,351 Kaia Pirazzini
- \$1,346 Kyle Mulzer
- \$1,344 Christina Pinnock
- \$1,343 Victor Romero
- \$1,343 Eleza Faison
- \$1,340 Patricia Avery
- \$1,340 Hillary Fisher
- \$1,339 Maribel Alonzo
- \$1,336 Charles Belt
- \$1,334 Nathan Hunt
- \$1,334 Aaron Ebel
- \$1,333 Judith Lopez
- \$1,332 David Ramirez-Benitez
- \$1,330 Yessenia Navarro
- \$1,325 Xiomara Torres
- \$1,325 Truman Falkner
- \$1,321 Richard Leveille
- \$1,321 Jillian Arshadi
- \$1,320 Erik Graham
- \$1,316 Ala Awad
- \$1,311 Brandon Atchley
- \$1,310 Michael Wright
- \$1,308 Phi Phan
- \$1,305 Richard Lemay
- \$1,301 Jolina Liao
- \$1,299 Samuel Sweet
- \$1,297 Melissa Hayfa
- \$1,297 Selina Maldonado
- \$1,293 Peer Shmelzer
- \$1,293 Kamaile Viena

- \$1,291 Nathan Gay
- \$1,287 Jacob Wordhouse
- \$1,287 Katherine Nummy
- \$1,286 Noah Balderas
- \$1,283 Joshua Cameron
- \$1,283 Drew Johnson
- \$1,281 Maxon Elazier
- \$1,280 Erin Gonzalez
- \$1,277 Dana Martin Gonzalez
- \$1,276 Tami Chaimov
- \$1,275 Brien Spier
- \$1,275 Andre Restrepo
- \$1,273 Kirsten Puhl
- \$1,273 Rea Lynch
- \$1,273 Aaron Parsons
- \$1,269 Rebecca Amundson
- \$1,266 Wilhelmina Agyei
- \$1,264 Kathrin Watkins
- \$1,261 Mark Bruce
- \$1,260 Robert Martik
- \$1,260 Matthew Zang
- \$1,259 Adam Kidikias
- \$1,258 Anthony Cragar
- \$1,252 Sharon Potter
- \$1,251 Calvin Irving
- \$1,250 Mitchell Lunafish
- \$1,249 Isaac Krainis
- \$1,248 Sherita Thompson
- \$1,246 Tasha Marker
- \$1,246 Matthew Code
- \$1,244 Ronke Olusegun
- \$1,242 Sean Smith
- \$1,241 Sonya Martin
- \$1,237 Kasonya Lampkin
- \$1,236 Victoria Barnett
- \$1,234 Calvin Brewer
- \$1,232 Ebony Ortiz
- \$1,230 Mason Torrice
- \$1,228 Meaghan Montoya
- \$1,223 Christian Delgado
- \$1,222 Betsy Adney
- \$1,221 Whitney Dotson
- \$1,218 Osmar Medero Rojas
- \$1,217 David Todd
- \$1,215 Derrick Turner
- \$1,215 Maria Hinderleider
- \$1,214 Kathlynkaye Pratt
- \$1,212 Terra Colangelo
- \$1,209 Jamell Ramsay
- \$1,208 Kareem Mutia
- \$1,207 Kiley Aviles
- \$1,204 Eric Butt
- \$1,204 Jamaal Spencer
- \$1,204 Esteban Chamorro
- \$1,203 Mohamad Wael Taher
- \$1,202 Donald Lewis
- \$1,202 Devonte Coles
- \$1,199 Krystal McGlowen
- \$1,196 Bryce Engstrom
- \$1,195 David Mayfield
- \$1,194 Sean Merritt
- \$1,193 Cross Stepowski
- \$1,193 Michael J Wilson
- \$1,193 Gabriel Hurst
- \$1,193 Leanna Sinclair
- \$1,184 Aaron Luczak
- \$1,183 Genesis Rosario
- \$1,183 Sarah Kettle
- \$1,181 Olivia Saenz

- \$1,180 Stanley Stackhouse
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- \$1,179 Katherine Nummy
- \$1,178 Enri Sako
- \$1,178 Pranvera Kelmendi
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- \$1,175 Monet Cambino
- \$1,174 Kelly Matthews
- \$1,170 Akinyemi Akinyeye
- \$1,168 Mariela Godoy
- \$1,168 Anita Ferris
- \$1,162 Dexter Burgess
- \$1,160 Tabitha Sanders
- \$1,159 Alexandra Knox
- \$1,159 Colleen Stephenson
- \$1,158 Arthur Thomas
- \$1,158 Stefani Miller
- \$1,158 Adrienne Marshall
- \$1,157 Matthew Sutton
- \$1,156 Olalekan Akinnusi
- \$1,151 Alison Crossen
- \$1,151 Janeen Jones
- \$1,151 Nicholas A Jones
- \$1,150 Rossana Carruyo Parra
- \$1,147 Julia Peci
- \$1,146 Juan Guzman Aular
- \$1,144 Caren Deanda
- \$1,143 Christopher Bennett
- \$1,141 David Schanuel
- \$1,140 Juan Guzman Aular
- \$1,140 Karly Krisby
- \$1,137 Max Schober
- \$1,137 Lynn Jenkins
- \$1,136 Tyra Grant
- \$1,135 Richard Pelliccia
- \$1,131 Derek Brown
- \$1,131 Chaz Whittaker
- \$1,130 Katelyn Molla
- \$1,128 Fritznal Octave
- \$1,124 Michele Faut
- \$1,121 Michelle Olivo
- \$1,119 Sarah Handy
- \$1,119 Alexandria Miranda
- \$1,118 Kingsley Hansen
- \$1,116 Christine Jensen
- \$1,113 Betzabeth Salazar
- \$1,112 Kurt Black
- \$1,112 Eric Elrod
- \$1,111 Susan daCruz
- \$1,110 Nicklaus Boker
- \$1,110 Fazila Arshad
- \$1,110 Christian Stevens
- \$1,109 Tony Williams
- \$1,108 Cameron Gray
- \$1,108 Alan Sedaghat
- \$1,107 Darton McIntire
- \$1,107 Jin Chen
- \$1,104 Estephania Montecillo
- \$1,104 Shereen Elabasy
- \$1,104 Alexis Webb
- \$1,102 Abigail Luna Rodriguez
- \$1,101 Joaquin Santos
- \$1,101 Insaaf Hmaid
- \$1,095 Kauatoa Makaui
- \$1,095 Mikka Imhof
- \$1,095 Jose Moreno
- \$1,091 Afolasade Aboyade-Cole
- \$1,090 Olugbenga Akinbola

- \$1,090 Alyssa Buchite
- \$1,089 Dillon Kuehne
- \$1,086 Jessie Gong
- \$1,085 Andrea Hill
- \$1,085 Carlo Trinidad
- \$1,085 Anizabeth Parra Gonzalez
- \$1,083 Daquan Phillips
- \$1,082 Daniele Swatchick
- \$1,082 Kathleen McArthur
- \$1,080 Jeffrey Rogers
- \$1,080 Colin Ghee
- \$1,080 Jake Taylor
- \$1,079 Roberto Parra
- \$1,078 Rachel Wozniak
- \$1,076 Alexis Graham
- \$1,076 Daniel Ramirez
- \$1,075 Nick Kotinek
- \$1,074 Alma Rodriguez
- \$1,073 Jorge Alvarez
- \$1,072 Ruben Soberanes
- \$1,070 Ashlee Briller
- \$1,069 Angel Caridad
- \$1,069 Dominick Nieves
- \$1,068 Dean Thebeau
- \$1,067 Jacquelyn Krueger
- \$1,067 Ragih Murshed
- \$1,066 John Zwald
- \$1,065 Jorge Toribio
- \$1,065 Anita Yarbrough
- \$1,064 Tyler Teague
- \$1,064 Howard Dotson
- \$1,063 Jon Willman
- \$1,059 Taylor Borders
- \$1,058 Denise Serbantez
- \$1,058 Richard Carter
- \$1,058 Tanya Diaz
- \$1,056 Valentina Posada
- \$1,055 Kurt Niklaus
- \$1,055 Sophia Cowie
- \$1,055 Diana Navarro
- \$1,050 Jorge Reyes
- \$1,049 David Melendrez
- \$1,048 Brendon Suranyi
- \$1,045 Eli Lobo Gonzalez
- \$1,043 Richard Tabanji
- \$1,041 Matthew Ward
- \$1,041 Colin Atchison
- \$1,040 Fatima Mashriqi
- \$1,040 Katy Rivera
- \$1,038 Matthew Kahwaji
- \$1,037 Micah McGhee
- \$1,034 Michele Stewart
- \$1,034 Jacqueline Higareda
- \$1,031 Weena Centeno-Wade
- \$1,027 John Orr
- \$1,019 Dameyan Chambers
- \$1,016 Christabel Ornelas
- \$1,014 Jesusdieu Portilus
- \$1,013 Anthony Martone
- \$1,013 Nicole Herrin
- \$1,009 Amanda Urdeneta
- \$1,005 Patricia Forbes
- \$1,002 Shawn Feistamel
- \$1,001 Mark Diskin

LEADERSHIP BONUS

1



MICHAEL MCKIERNAN
\$29,481
Dustin Venekamp

2



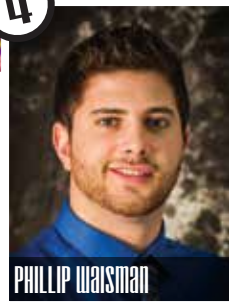
NICK SCORDOS
\$21,070
Zach Hart

3



JOSHUA OLIN
\$19,276
AO

4



PHILLIP WAISMAN
\$18,004
Satti-Kanaan

5



BOBBY GUJRAL
\$16,958
AO

APRIL BONUS LEADERS

PAYOUT: \$1,824,038

QUALIFIERS: 898

- \$29,481 Michael McKiernan
- 21,070 Nick Scordos
- 19,276 Joshua Olin
- 18,004 Phillip Waisman
- 16,958 Bobby Gujral
- 16,382 Matthew Conrad
- 15,938 Mark Neilson
- 15,804 Edward DeFurio
- 15,133 Eric Thompson
- 14,272 Ryan Stenglein
- 13,662 Ashley Clarke
- 13,598 Solgeis Cardozo Mijares
- 13,421 Blake Higuchi
- 12,795 Susana Al Choufi Naim
- 12,485 Luis Velasquez
- 11,937 Bobby Park
- 11,737 Jenny Kim
- 11,358 Meaghan Krecsko
- 10,979 Jeffrey Espinal
- 10,908 David Wang
- 10,467 Jake Gelb
- 10,455 Taulant Bane
- 10,341 Reynolds Akuamoa
- 9,775 Elijah Brown
- 9,750 Andrew Bishop
- 9,593 Michael Mandella
- 9,533 Mark Bernsdorff
- 9,516 Jean Romero Capote
- 9,355 Darrell Asbell
- 9,353 Mike Paragiou
- 9,240 Alex Kae
- 9,182 Clint Perry
- 9,079 Carmen Pena Guedez
- 8,828 Eno Iftiu
- 8,817 James Fangmann
- 8,783 Vincent Massari
- 8,621 Ian Rouleau
- 8,620 Saury Espailat
- 8,474 Corey Helly
- 8,384 Tahis Quintero Bonilla
- 8,190 Mark Lahijani
- 8,060 Derek Foore
- 8,044 Matthew Turnquist
- 8,007 Klyo Vidal
- 7,942 Noah Schultz

- 7,897 Daniel Prinzo
- 7,681 Paul Smith
- 7,481 Adam Kidikas
- 7,366 Marsei Hogan
- 7,188 Daniel Perkins
- 7,155 Keeland Bryant
- 7,092 Brandon Minor
- 7,061 Adianeza Rodriguez
- 7,041 Ryan Crawford
- 7,036 Michael Burningham
- 6,983 Doron Freud
- 6,969 Harold Durana
- 6,901 Bruce Viaje
- 6,897 James Sodan
- 6,837 Doris Martinez Garcia
- 6,831 Scott Wheeler
- 6,689 Adrienne Bragas
- 6,686 Jason Bratin
- 6,666 Johnny Ly
- 6,493 Paul Samra
- 6,470 Astrid Castrillon
- 6,446 Ahmed Kassem
- 6,424 Moriah Chandler
- 6,397 Daniel Li
- 6,362 Levar Morgan
- 6,352 John Hartin
- 6,351 Timothy Bugge
- 6,339 Robert Jackson
- 6,330 Joe Lewo
- 6,315 Eric Banks
- 6,217 Joshua Jackson
- 6,152 Ed-Maggie Myrthil Brody
- 6,091 Maughan-Evanson
- 6,044 Alan Sedaghat
- 5,965 Daniel Umbertone
- 5,938 John Catalano
- 5,924 Tiffany Babin-Washington
- 5,787 Anthony Chinaglia
- 5,777 William Parmeter
- 5,761 Chris La Fond
- 5,752 Jenna Gula
- 5,720 Brent Bowling
- 5,636 Gianni Toma
- 5,626 Alfredo Garcia

- 5,618 Duni Olusegun
- 5,533 Bobby Hamilton
- 5,440 Marisa Willgruber
- 5,293 Rachel Brown
- 5,268 Jesse Rennich
- 5,249 Mac Duddy
- 5,218 Clayton Slaughter
- 5,170 Joshua Egyud
- 5,166 Steven Warner
- 5,133 Steven Dell
- 5,127 Pedro Lemos
- 5,113 Adem Abdula
- 5,104 Arif Hajro
- 5,071 Bedros Naama
- 5,050 Doris Djendji Abdel Khalek
- 5,044 Travis Picklesimer
- 4,916 Selma Ogresovic
- 4,840 Omar Billy
- 4,837 Jeremiah Russin
- 4,807 Darez Meriwether
- 4,780 Steven King
- 4,772 Duane Shaw
- 4,733 Derrick Davenport
- 4,731 Joseph Tomanovich
- 4,687 Maria Chacinpino
- 4,685 Ashley Hutson
- 4,684 Ronald Rivera
- 4,684 Stephen Jeung
- 4,661 Veronica Covid
- 4,648 Jorge Caridal
- 4,636 Aaron Piotrowski
- 4,597 Bledar Bane
- 4,595 Dylan Jackson
- 4,512 Michael Barlettano
- 4,505 Justin Lowe
- 4,431 Evan Stewart
- 4,425 Nicole Preston
- 4,421 Britton Costa
- 4,416 John Lamere
- 4,376 Nelly Cuba De Tabares
- 4,358 Christopher Hintz
- 4,229 Magda Figueiredo
- 4,215 Kevin Appasamy
- 4,192 Darrin Roberts
- 4,180 Joshua Bacchus

- 4,162 Michael Cirelli
- 4,157 Romal Omid
- 4,132 Kevin Butchino
- 4,125 Taleb Jammoul Hajali
- 4,024 Chilynn Acevedo
- 4,017 Morgan Lobello
- 4,017 Christopher Botelho
- 3,974 Sergio Carta
- 3,971 Stella Roznovan
- 3,963 William Thomas
- 3,956 Troy Williams
- 3,815 Katie Stahulak
- 3,812 Sokol Fazliu
- 3,797 John Vacca
- 3,772 Jovanie Hynan
- 3,747 Erin Allen
- 3,737 Jeff Wentworth
- 3,709 Noe Perez
- 3,698 Raul Angulo
- 3,677 Yussuf El-Zein
- 3,609 Michael Gerstein
- 3,608 David Carpenter
- 3,605 Jovanie Scarlett
- 3,602 Tami Chaimov
- 3,588 Sara Vaz
- 3,550 Dustin Dunbar
- 3,526 Jean M Joseph
- 3,515 Daryl Graham
- 3,476 Stephen Coons
- 3,439 Ryan Wilson
- 3,384 Jeremy Hollister
- 3,342 Brandon Biskie
- 3,335 Nabil Atallah
- 3,332 Rosa Teixeira
- 3,306 Brandon Summertown
- 3,295 Zamyia Felton
- 3,257 Adam Schaefer
- 3,248 Daniel Pacheco
- 3,235 Ransay Vazquez
- 3,223 Danielle Morales
- 3,157 Mark Lomonaco
- 3,150 Jesse Doherty
- 3,141 Jessica Santamarina
- 3,133 Samuel Artzis
- 3,132 Cody Gardner
- 3,123 Anthony Almeida

- 3,093 Matthew Diulus
- 3,081 Melinda Skinner
- 3,081 Zach Otto
- 3,077 Alberto Alcala
- 3,076 Daniel Zotter
- 3,066 Thor Leighton
- 3,065 Ameenah Little
- 3,044 Terry Powers
- 3,040 Lubraska Iguaro
- 3,023 Montana Hanson
- 2,994 Adam Wheeler
- 2,975 Nairobi Contreras
- 2,947 Patrick Donovan
- 2,922 Michelle Gould
- 2,909 Alfred Broadway
- 2,887 Joy Vann-Austin
- 2,887 Brandon Eck
- 2,860 Jhonatan Quintero
- 2,797 David Hausman
- 2,784 John Schaeffer
- 2,782 Kade Beck
- 2,780 Patricia Fischer
- 2,771 Krystal Walters
- 2,764 Maria Bonilla Borrego
- 2,759 Jesse Fullmer
- 2,739 Kamal Tayyib
- 2,733 Evan Donoghue
- 2,731 Bradley Fordyce
- 2,728 Myaa Fallon
- 2,724 Kimberly Hamilton
- 2,704 Phillip Rigoli
- 2,699 Justin Hermann
- 2,680 Morgan Tranquist
- 2,636 Kamie Clark
- 2,627 Joseph Rotolo
- 2,611 Alexis Naranjo
- 2,595 Arturo Romero
- 2,586 Stefany Arcila Latorre
- 2,582 Matthew Ward
- 2,576 Gregory Rudolph
- 2,560 Jacob Russell
- 2,558 Jeffrey Hudson
- 2,553 Mauro Capozucca
- 2,534 Jennylyn Militante-Radnoty
- 2,521 Ruben Cortez

- 2,519 Matthew Sutton
- 2,510 Devon Chapman
- 2,494 Helgi Bistochett Navarro
- 2,431 Charles Son
- 2,430 Taurean Flournoy
- 2,378 Massoud Vaziri
- 2,373 Yeraldi Vila Gonzalez
- 2,371 Jagdish Sukhu
- 2,353 Gabriela Sime
- 2,309 Christopher McGlynn
- 2,308 Victoria Lindner
- 2,303 Carey Hartman
- 2,292 Cody Langston
- 2,285 Arcelia Zizumbo
- 2,276 Ireland Sirni
- 2,270 Kelly Ekker
- 2,270 Tina Nelson
- 2,268 Ashley Rust
- 2,265 Hasan Ghazal
- 2,231 Joseph McCallister
- 2,225 Ariana Jones
- 2,214 Ayana Hill
- 2,209 Jessica Chang
- 2,205 Nicole Herrin
- 2,199 Jessenia Yazbek
- 2,194 Dianka Blash
- 2,190 Mariam Shahid
- 2,180 Shantayia Williams
- 2,173 William Dugan
- 2,172 Luay Ghawi
- 2,153 Elias Boles
- 2,144 Jeffery Thiel
- 2,132 Christopher Bungay
- 2,128 Paul Pestian
- 2,117 Matthew Hudlin
- 2,116 Richard Phatueros
- 2,114 Ross Ewen
- 2,110 Jasmyne Norris
- 2,096 Francesca Veltri
- 2,083 Erica Robertson
- 2,076 Mayra Robles
- 2,075 Samuel Boyle
- 2,038 Kristina Joachim
- 2,024 Tina Skalkos

- \$2,008 Tony Geer
- 2,004 Morella Parejo
- 1,996 Jonathan Jones
- 1,992 Kendall Wilson
- 1,986 Adel Al Choufi Naim
- 1,984 Preston Klutz
- 1,977 Katy Rivera
- 1,968 Kwabena Antwi
- 1,965 Aaron Patt
- 1,961 Anthony Marsella
- 1,959 Christopher Bentley
- 1,959 Justin Diaz
- 1,945 Rita Rider
- 1,939 Paul Torman
- 1,939 David C Williams
- 1,938 Steve Svendson
- 1,936 Brian Jerome
- 1,890 Rielly Maher
- 1,888 Danny Juskiw
- 1,882 Blake Tomblin
- 1,880 Nicki Griffiths
- 1,878 Gunnar Jorstad
- 1,865 Patrick Keohane
- 1,850 Johnny Fuller
- 1,845 Toni-Ann Allen
- 1,834 Bradley Christiansen
- 1,833 Antonino Taormina
- 1,801 Michael Battaglio
- 1,799 Elyse Bryan
- 1,768 Andrew McAllister
- 1,767 Venus Grier
- 1,761 Cartiza Rojas
- 1,733 Michael Clemente
- 1,725 Danial Arif
- 1,721 London Burnett
- 1,719 Mohamed Shogar
- 1,714 Jonathan Giaco
- 1,700 Carlo Buhay
- 1,695 Elazar Roco
- 1,693 Richard Tabanji
- 1,692 Heriberto Chavez
- 1,675 Peer Shmelzer
- 1,669 Jhanna Valerio Vivas

- \$1,665 Anthony Solano
- 1,663 Rex Munsey
- 1,654 Alipate Makaui
- 1,651 John Santosuosso
- 1,638 Craig Stropf
- 1,614 Chris McFoy
- 1,602 Kempton Perry
- 1,570 Phi Phan
- 1,567 Daniel Ramirez
- 1,565 Cristina Fox
- 1,565 Jantale Jones
- 1,564 John Torres
- 1,561 Nicholas Wang
- 1,541 Jeffrey A Smith
- 1,533 Chad Boskat
- 1,532 Matthew McDowell
- 1,532 Erika Walker
- 1,527 Samy Jacques
- 1,526 Jennifer Lucero
- 1,516 Colin Ghee
- 1,515 Todd Speciale
- 1,493 Sean Brannan
- 1,482 Mavrick Fredericks
- 1,479 Adriana Aboulwafa
- 1,474 Mark Banks
- 1,472 Sean Byler
- 1,461 Alec Seibold
- 1,458 Luis Guzman Millan
- 1,428 Matthew Hunsberger
- 1,419 Sean Blaney
- 1,416 Ryan Witham
- 1,414 Chalisa Holmes
- 1,414 Erna Gasanin
- 1,411 Ryan Hall
- 1,410 Nicholas Chuma
- 1,409 Alexis Pineiro
- 1,405 Jose Castillo
- 1,402 Ryan Jarvie
- 1,397 Raul Rojas
- 1,396 Justin Rydzziel
- 1,396 Shane Valentine
- 1,387 Tyler Boulden
- 1,379 Jordan Stelzer

- \$1,378 David Rigney
- 1,377 Slavita Hut
- 1,377 Siddhant Satoskar
- 1,374 Tommica Gibson
- 1,371 Athea Buchanan
- 1,362 Alyssa Libby
- 1,352 Peter Kwiatkowski
- 1,351 Jeffrey Hall
- 1,347 Timothy Welsh
- 1,339 Zlata Titova
- 1,327 Carrington Hanna
- 1,324 Tomarus Burks
- 1,320 Luc Do
- 1,318 Laura Graham
- 1,316 Aaron Parks
- 1,315 Michael Ezeafulukwe
- 1,311 Daryl DeWindt
- 1,309 Christy Anderson
- 1,304 Daniel Schwartz
- 1,302 DeAndre' Coleman
- 1,291 Patricia Cicerale
- 1,291 Melissa Quinn
- 1,290 Leonardo Alsina
- 1,288 Kasali Kotun
- 1,276 Behrad Baghbanian
- 1,273 Jessie Holland
- 1,263 Anacleto Arevalo
- 1,258 Marismely Wilhelm
- 1,255 Cyan Kissinger
- 1,237 Deborah Noga
- 1,213 Divianna Garcia
- 1,212 Sabrina Kryshundayal
- 1,211 Anita Ferris
- 1,200 Dejan Kukolj
- 1,185 Roxie Soto
- 1,180 Trevor Albritton
- 1,174 Drake Smith
- 1,166 George Shafiek
- 1,160 Lisa Lawrence
- 1,159 Danisabel Rodriguez
- 1,157 Iffrah Tahir
- 1,151 Eric Snyder
- 1,144 Elmar Salas Velasco

- \$1,138 Michael Wright
- 1,101 Peter Gabranski
- 1,098 Jessica Davis
- 1,094 Johnny Ramos
- 1,092 Jeanine Reign
- 1,090 Joshua Reyes
- 1,087 Justin Sutton
- 1,081 Andrew Chambers
- 1,077 Max Akers
- 1,068 Michelle Olivo
- 1,065 Chase Miller
- 1,045 Ryan Fickert
- 1,038 Alexandra Jaeger
- 1,033 Sherrie McCarty
- 1,032 Narayana Pena Gutierrez
- 1,030 James Marks
- 1,027 Geoffrey Osili
- 1,012 Kingsley Ibeh
- 996 Mickey Adkins
- 995 Michael Nichols
- 994 Corey Hallam
- 988 Buttacavoli
- 986 Francis Ingulli
- 985 Rana Shirer
- 975 Zachary Button
- 972 Ryan McIntosh
- 958 Christopher Gilbert
- 950 Marc Albo
- 925 Alejandra Larez Morales
- 918 Sean Smith
- 910 Tammy Gawron
- 909 Jason Green
- 908 Matthew Cartwright
- 906 Kelly Schoenherr
- 876 Roberto Oleta Martinez
- 871 Nathan Gay
- 870 Zachary Zanotta
- 867 Derrick Mason
- 867 Adrain Alfred
- 864 Jonathan Da-Al

- \$863 Tanner West
- 858 Brittmarie Yarian
- 856 Jorge Toribio
- 850 Connor O'Donnell
- 850 Angel Contreras
- 849 Donald DeVoise
- 846 Andrew Vickery
- 843 Sean Shephard
- 837 Patrick McKeown
- 831 Sean Wuebold
- 821 Daniel Orr
- 821 Regina Koonce
- 813 Ivan Martinez
- 812 Sarah Collen
- 809 Courtney Johnson
- 809 Joshua Wang
- 804 Jillian Getz
- 801 Marvin Gonzalez
- 790 Mitchell Mickovic
- 780 Everett Farr
- 776 Zackarea Hakim
- 760 Cara DeFiore
- 754 Cash Sampson
- 747 Richard Zuccato
- 742 Brinsley Maughan-Evanson
- 740 Mark Auvil
- 740 Kingsley Hansen
- 734 Mark Diskin
- 734 Walter Icaza
- 732 Jared Guglielmino
- 726 Trace Johnson
- 726 Christopher Ross
- 726 Skay Nusenu
- 718 Atticus Wilklow
- 717 Mesele Ruhland
- 706 Christopher Clark
- 706 James Sherwood
- 701 Jimmy Quiffille
- 695 David Bilotti
- 688 Seth Frisby-Jack
- 668 Elijah Findley
- 665 Eyad Awadi

- \$657 Ngan Pham
- 654 Jimmie Parsons
- 652 Sione Maumau
- 643 Cameron Mack
- 632 Shawna Parker
- 623 Sky Plunkett
- 617 Brooke Billings
- 615 Manique Sala
- 609 Alex Paguio
- 603 Yamid Mendoza Sanchez
- 602 Joshua Yurinko
- 599 Joseph Michelin
- 599 Christopher Nash
- 595 Tyler Church
- 584 Alon Barnur
- 583 Razan Zarba
- 569 John Nieves
- 567 Lauren Coyne
- 567 Sean Taylor
- 560 Alexis Gomez
- 554 James Tolley
- 551 Isaac Fuentes
- 549 Matthew Abdo
- 544 Austin Macias
- 541 Monica Montgomery
- 537 Joey Kennedy
- 532 Nicholas Davis
- 527 Keiva Council
- 525 Jeffrey Shorter
- 524 Brent Rains
- 523 Michele Faul
- 521 Lawrence Smith
- 520 Nicole Castillo
- 516 Jesus Parra
- 515 Carlos Iraheta Barrientos
- 511 Garrett McCollum
- 501 Augusto Arango
- 500 Gregory Caldwell



RGA LEADERSHIP BONUS

1



MARK NEILSON
\$57,385
AO

2



COREY HELLY
\$35,847
Giglione-Ackerman

3



ANGEL CONTRERAS
\$30,768
Hemerson Gonzalez

SA/YA DIRECT CODE FIELD TRAINING BONUS

1



NARAYANA PENA GUTIERREZ
\$18,810
Hemerson Gonzalez

2



RAGIH MURSHED
\$13,647
Zach Hart

3



MARC ALBO
\$10,048
Zach Hart

4



YELINETH GODOY LATUFF
\$8,613
Fort Worth Latino Division

5



GEOFFREY OSILI
\$8,025
Josh West

APRIL BONUS LEADERS

PAYOUT: \$999,352

QUALIFIERS: 179

\$ 57,385 Mark Neilson	\$ 10,198 Brody Maughan-Evanson	\$ 5,478 Elias Boles	\$ 3,257 Marissa Neff	\$ 1,883 Ashley Wenning
35,847 Corey Helly	10,179 Britton Costa	5,344 Jason Bratin	3,241 Shalom Chaimov	1,257 Kaitlyn Brandt
30,768 Angel Contreras	10,130 Ryan Stenglein	5,208 Michael Battaglio	3,215 Anita Ferris	1,244 Shahab Mahdaveinejad
30,692 Joshua Olin	9,784 Brandon Summerton	4,713 Jeffrey von Kienast	3,046 Juan Olvera	1,234 Raul Rojas
30,088 Mario Hajro	9,737 Michael Gerstein	4,549 Magda Figueiredo	3,002 Doron Freud	1,213 Kelly Ekker
24,961 Reynolds Akuamoa	9,425 Astrid Castrillon	4,540 Tony Geer	2,999 Peter Gabranski	1,210 Michael Cirelli
24,630 Bobby Gujral	9,458 Meaghan Krecsko	4,458 Meaghan Krecsko	2,944 David Rigney	1,186 Yussuf El-Zein
24,545 Darcy Schrieber	9,259 Bobby Hamilton	4,345 Alex Kae	2,935 Michael McKiernan	1,741 Jeffrey Hall
22,293 Tahis Quintero Bonilla	8,958 Alberto Alcala	4,326 Bobby Park	2,769 John Santosuosso	1,719 Michael Russo
20,762 Justin Adams	8,798 Daniel G Johnson	4,291 Evan Donoghue	2,759 Mac Duddy	1,699 Bryan Juskiw
20,690 David Carpenter	8,652 Chris La Fond	4,287 Matthew Conrad	2,722 Paul Kelly	1,665 Slavita Hut
20,261 Paul Smith	8,580 Gregory Rudolph	4,261 Jonathan Phillips	2,550 Joshua Jackson	1,638 Jinelly Urena
17,970 Walter Icaza	7,932 Ryan Hall	4,228 Tim McAdams	2,549 Clayton Slaughter	1,621 Mavrick Fredericks
17,294 Matthew Diulus	7,644 Morgan Lobello	4,159 Alexandra Graham	2,529 Taurean Flournoy	1,592 Amanda Peterson
15,005 Randall Cook	7,468 John Vacca	4,136 Robert Jackson	2,491 Aaron Parsons	1,530 Sara Vaz
14,286 Christopher Hintz	7,460 Robert Janev	3,818 Gabriela Sime	2,483 Clint Perry	992 Dustin Holtz
14,283 Ashley Clarke	7,206 Patricia Fischer	3,803 Luay Ghawi	2,470 Erin Allen	988 Christopher Bentley
13,882 Brent Bowling	6,987 Joseph Tomanovich	3,771 Adam Kidikas	2,331 Anthony Almeida	984 Nelson Erwin Delepiani
12,856 James Sodan	6,913 Ryan Fickert	3,762 Christopher Botelho	2,267 Justin Sutton	937 Samy Jacques
12,330 Todd Speciale	6,805 Michael Russin	3,616 Scott Wheeler	2,233 Tommy Conard	816 Andrew Chambers
12,005 Mike Paragjou	6,464 Mark Lahijani	3,536 Travis Vaughn	2,060 LaDelus Brown	805 Alipate Makaui
11,713 Kimberly Hamilton	6,383 Andrew Bishop	3,470 Amr Shater	2,057 Stella Roznovan	769 Patrick Knouse
11,001 Jenny Kim	6,283 Eric Thompson	3,417 Casey Kunash	2,043 Alma Lozano	728 Rachel Brown
10,826 Andy Batten	6,153 Sergio Carta	3,414 Derrick Mason	2,039 Phillip Waisman	684 Peter Kwiatkowski
10,779 Alexis Naranjo	6,014 Zach Otto	3,394 Bruce Viaje	1,886 Johnny Ly	648 Bryson McCleary
10,376 Sokol Faziui				635 Kevin Appasamy
				553 Sylvain Kalombo
				504 Steven Barton

APRIL BONUS LEADERS

PAYOUT: \$638,135






QUALIFIERS: 788

\$ 18,810 Narayana Pena Gutierrez	\$ 2,843 Joseph Wilson	\$ 1,859 Brenden Meier	\$ 1,301 Al-Shakise Anderson	\$ 1,036 Andrea Hill	\$ 851 Skay Nusenu
13,647 Ragih Murshed	2,839 Carlos Camacho Medina	1,855 Karem Cogollo	1,276 Kellie Tucker	1,036 Stuart Guthrie	840 Karlie Howard
10,048 Marc Albo	2,836 Peter Barany	1,822 Michelle Maderer	1,269 Marcus Moody	1,034 Lambert McElrath	835 Charles Powers
8,613 Yelineth Godoy Latuff	2,833 Sarah Collen	1,816 Sean Taylor	1,264 Clayton Tubbs	1,030 Christian Ramaj	833 Melissa Argomaniz
8,025 Geoffrey Osili	2,754 Patricia Cicerale	1,799 Emilio Guzman	1,258 Indira Frias Pacheco	1,029 Lussie Hilton	820 Mayra Gutierrez Rodriguez
6,870 Katherine Dorrah	2,747 Melissa Quinn	1,788 Melissa Nguyen	1,257 Kimbria Bracey	1,028 Tammy Gawron	819 Brandine Floyd
6,661 Ian Waring	2,718 Jeanine Reighn	1,760 Jonathan Conner	1,253 Reem Rabi	1,028 Javier Maldonado	814 Danny Souri
5,930 Manuel Lanz Jaimes	2,718 Joshua Notte	1,756 Monica Montgomery	1,249 Feza Al Choufi Cumarin	1,025 Catherine Radjpaul	808 Thomas Wright
5,394 Jordan Stelzer	2,718 Havis Alvarado	1,750 Mesele Ruhland	1,248 Priscilla Blanco	1,021 Tyler Ortiz	806 Abigail Luna Rodriguez
5,342 Lawrence Smith	2,666 Claire Hershberger	1,740 Matthew Melhorn	1,239 Armita Ghalandar	1,004 Kenneth Barker	800 Caitlin Cassidy
5,234 Patricia Cinquemani	2,642 Gabrielle Kolar	1,719 Michael Rufo	1,220 Jillian Getz	999 Steffanie Sainato	797 Daniella Torres
5,192 Juan Guzman Aular	2,584 Meaghan Montoya	1,718 Malcolm Pasquier	1,218 Yehuda Makowitz	994 Danica Rivera	796 Breann Hoenig
5,192 Juan Guzman Aular	2,584 Maria Jaramillo	1,698 Steven Baum	1,213 Christopher Larsen	971 Joseph Hajali	792 Ashley Pitts
4,483 Bledar Bane	2,520 James Maloney	1,697 Mark Reilly	1,211 Taleb Jammoul Hajali	959 Damisela Morales De Bonilla	773 Marc Dorceus
4,435 Andrew Wheaton	2,510 Candace Williams	1,692 Chase Snider	1,208 Chris Densham	957 Matthew Castelli	768 Derek Koppari
4,326 Arnessa Beamom	2,464 Jeremy Davis	1,682 Tevin Overton	1,191 Jacob Labree	957 Jessica Yazbek	765 Michael Castro
4,153 Yania Tineo Soto	2,449 Haley Curtis	1,675 Adam Gignac	1,183 Maria Hernandez	952 Timothy Miller	761 Alexander Gross
3,962 Zachery McHattie	2,397 Agnieszka Kuserp	1,628 Alejandra Ramos	1,170 Yelitza Dominguez	950 Christian McDonald	759 Travis Zoba
3,924 Ryan Jarvie	2,321 Zakiya Jones	1,623 Valentina Carmona	1,168 Ashley Kopchak	946 Jayvon Braxton	759 Billy Negron
3,918 Reinaldo Martinez	2,320 Lucyeni Soto	1,610 Lisa Alexander	1,167 Daniel Plourde	945 Conner White	754 Aspen Bell
3,910 Leonardo Alsina	2,306 Bryant Logan	1,609 Emma Tulp	1,164 Gerard Gonzalez	936 Hannah Fite	754 Chris McElmoyl
3,802 David C Williams	2,257 Nicole Sanchez	1,578 Matthew Abdo	1,162 Akram Mirahmadi Shalamzari	931 Vivian Trinh	746 Ruben Terrero
3,658 Lubraska Iguaro	2,255 Marcos Mendoza Cedeño	1,566 Stefani Miller	1,159 Samantha Cisneros	924 Tyler Lefebvre	745 Cassandra King
3,529 Tanner West	2,221 Paula Thompson	1,523 Derek Pratt	1,520 Anthony Salerno	922 Funmilola Elumade	740 Phillip Harris
3,527 Carl Guillory	2,200 Desmond Martin	1,520 Anthony Salerno	1,519 Sara Hart	916 Madelyn Sanders	739 Ireland Sirri
3,519 Axel Carrasquel	2,184 Timothy King	1,514 John Carter	1,514 John Carter	914 Paul Read	738 Ashley O'Donal
3,459 Andres Liranzo	2,182 Brandon Atchley	1,504 Tyler Stewart	1,504 Tyler Stewart	911 Spencer Linton	725 Daniel Rodriguez Mendoza
3,404 Kellie Hoffman	2,156 Catalina Mendoza Hernandez	1,467 Nasr Quadri	1,464 Joseph Hedborn	906 Jay Maska	720 Kevin Caceres
3,357 Kalie Mendrek	2,130 Montana Hanson	1,464 Joseph Hedborn	1,460 Dillon Kuehne	892 Rachael Fleming	712 Jaclyn Whitworth
3,327 Cory Moncol	2,129 Sandra Archer	1,452 Jimmy Keaton	1,443 Angel Ramirez	889 Jorge Toribio	711 Ivan Martinez
3,317 Adam Hanna	2,115 Anthony Mazurkewicz	1,434 Sean Smith	1,434 Sean Smith	886 Ricky Gandhi	709 Giuliano Di Nardo
3,285 Norvi Belisario	2,064 Mario Chavez	1,425 Carrington Hanna	1,425 Carrington Hanna	880 Joseph Smart	704 Leanna Cavossa
3,282 Emmanuel Paragios	2,017 Julia Peci	1,409 Christy Anderson	1,409 Christy Anderson	879 Ana Owen	697 Latrece Watson
3,175 Bryce Engstrom	1,998 Nicklaus Boker	1,401 Venus Grier	1,401 Venus Grier	877 Abeni Mayfield	697 Kaia Pirazzini
3,155 Matthew Hunsberger	1,970 Jorge Caridad	1,380 Daniel Li	1,380 Daniel Li	873 Nicholas Micare	693 Minh Phung
3,133 Tamar Epton	1,955 Katie Mitchell	1,368 Susana Vargas	1,368 Susana Vargas	872 Lauren Smalley	693 Ahmed Kassem
3,110 Ervin Metaj	1,954 Janna Alvarado	1,360 Spencer Koziej	1,352 Jennifer Gilkie	871 Alejandra Larez Morales	690 Stephen Davis
3,107 Rossana Carruyo Parra	1,943 Kadiatou Fofana	1,344 Aaron Patt	1,344 Aaron Patt	864 Sabrina Smith	689 Dustin Hess
3,062 Lindsey Stakset	1,900 Dianka Blash	1,331 Maxwell Terrell	1,331 Maxwell Terrell	859 Xavier Maldonado	687 Daniel Spry
3,056 Joshua Georgakopoulos	1,889 Yessika Rodriguez	1,318 Andrea Schmitt	1,318 Andrea Schmitt	859 Maria Chacigpino	685 Isiah Brown
3,051 Edgar Santamaria Tovar	1,884 Marc Futterweit	1,313 James Marks	1,313 James Marks	859 Michael Sherwood	681 Katelyn McCombs
3,031 Joshua Hosenbold				859 Jacqueline Hingareda	681 Bart Barrett
2,976 Mason Sanchez				851 Eli Lobo Gonzalez	678 Elio Gomez
2,950 LaQuanda Calhoun					674 Isaiah Newhouse

SA/GA DIRECT CODE FIELD TRAINING BONUS — CONTINUED

\$ 672 David Coulter	\$ 639 Arianna DaLuz	\$ 609 Mackenzie Burchett	\$ 566 Joseph Michelin	\$ 543 Kristi Pack	\$ 517 Tyler Sevilla
671 Diego Cordeiro	635 Chamodi Rajapakse	604 Rodney Stewart	561 Lourdes Davila	543 Vanessa Farias	517 Glorieth Liscano Gamero
668 Victor Romero	633 Desiree Moore	598 Janeen Jones	542 Asa Venekamp	542 Marvelie Sanchez	
668 Gabriel Rocha	632 Beau Cullen	598 Sierra Kelsey	559 Jose Collazo	540 Kempton Perry	517 Kristen Allen
660 Daniela Rangel	628 Bruno Nuro	594 Jillian Arshadi	559 Matthew Hoapili	534 Jhanna Valerio Vivas	512 Isaac Fuentes
659 Joseph Guido	622 Antoinette Honorat	588 Amie Kallweit	557 Michele Cruz	532 Casey Combs	512 Roselvy Mediavilla
659 Dirk Devries	621 Jason Green	587 Genevieve Clements	557 Patrina Thomas	532 Carlos Mainero	509 Richard Pelliccia
657 Iv Menache	620 Lorena Hernandez	573 Josh Spence	557 Sherine Zahra	528 Charlie Bermudez	506 Shane Gibson
653 Mitchell McLaughlin	618 Mary Franklin	570 Kevin Bell	555 Chad Boskat	528 Margarita Hickman	506 Nevin Pastrano
652 Carly Ferraro	615 Channing Gardner	570 Peter Poulakis	551 Sergio Joaquin Haro	525 Shanique Beckford	504 Matthew Agnetti
643 Klaudio Merizaj	609 Michael Lupton	569 Nicholas Krause	544 Jalen Holmes	524 Christy Ritts	500 Patricia Garcia De Mejia

REINSTATEMENT BONUS

1  SAMI MOGANNAM \$3,668 Andrew McQuade	2  DENISE LEY \$3,635 S-S-Bendure-Hartwig	3  ORBY KELLEY \$3,546 S-S-Bendure-Hartwig	4  JAMES C CARTER \$2,987 S-S-Parks-Salvaggi	5  JOSEPH FAISANT \$2,766 Simon Arias
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APRIL BONUS LEADERS | PAYOUT: **\$88,467** | QUALIFIERS: **206**

\$ 3,668 Sami Mogannam	\$ 1,785 Djenabou Diallo	\$ 1,166 Valerie Ross	\$ 975 Miguel Hernandez	\$ 724 Elizabeth Keiderling	\$ 591 Jack Craig
3,635 Denise Ley	1,727 Nicholas Gasparro	1,148 Marc D'Emilia	969 Alvin Hagens	724 Mark Harhager	586 Cody Toth
3,546 Orby Kelley	1,520 Phyo Phyo	1,137 Loraine Patterson	920 John Orr	712 Mary Carnegie	543 Alma B Gonzalez
2,987 James C Carter	1,431 Ryan Vopat	1,105 Laurekins Pardovani	896 Alexander Gross	692 Lenora Blackstone	530 Carmen Arroyo
2,766 Joseph Faisant	1,407 Dason Phaul	1,065 Preeti Sahgal	797 Herivelto Pereira	676 Benjamin Newhouse	527 Jessica Colon
2,348 Dawid Liniewski	1,285 Natalie Soboleva	1,059 Anne Marie Giron	752 Jack Keiderling	675 Christiana Bouligny	504 Kendall Wells
2,053 Mitchell Look	1,260 Patrycja Grudzinska	1,050 Shamecka Nelson	730 Zenon Zorij	652 Maurice Baritz	500 Dinah Cawthorne
1,800 Joseph B Smith	1,218 Steven Mason	1,049 Muhammed Ashraf	725 Victoria Kabluyen	651 Gina Kramer	

5 BONUS TOTAL: \$6,047,434

WORLD'S GREATEST \$2,497,442	LEADERSHIP \$1,824,038	RGAL LEADERSHIP \$999,352	SA/GA TRAINING \$638,135	REINSTATEMENT \$88,467
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

Oops, We Did It Again!

15th consecutive record-breaking month!

Sales

- \$24,269,766 Net ALP — **BEST APRIL in Company history**
- **11.85% Growth** over April 2020
- YTD Growth — **18.29%**

Recruiting

- Agent count **10,722** — Highest in Company history
- **1,709** New Associates — New April record
- **38.8% Growth** over April 2020

Quality/Reinstatements

- **23.54% increase** in reinstatements over April 2020
- **185% increase** in reopens over April 2020
- Total of **4,428** policies conserved!
 - **3,191** reinstatements
 - **1,237** reopens
- April persistency **83.36%** — Highest in Company history
- 13th-month retention **63.6%** — Highest in Company history

Public Relations

- **279** Groups Signed — 4% increase over April 2020
- **428,091** Members Signed — 7% increase over April 2020
- **61** Original TG's Signed — 205% increase over April 2020
- **10,105** Original Leads Received — 21% increase over April 2020

THRIVE



THE CHAMPS ARE HERE



David Zophin
President
American Income Life &
National Income Life Divisions

made of; now it's about showing your peers that you're a contender and that nothing will stand between you and first place.

If you aren't directly competing in one of these competitions, it's still a perfect opportunity for you to shine by taking these next few months to do something incredible. Even when you're competing against yourself, when it comes to finding success at what you do, you can count that as a win.

These competitions are meant to encourage, motivate, and inspire you to be your best, every day. And whether you leave the contest with the winning trophy or not, you'll see there's plenty to be gained by giving this career everything you've got.

It's like American writer T. Alan Armstrong said:

Champions do not become champions when they win the event, but in the hours, weeks, months, and years they spend preparing for it. The victorious performance itself is merely the demonstration of their championship character.

In other words, champions are made while they're doing the work, not when the gold medals are handed out. So in terms of hard work, dedication, persistence, and tenacity, there's plenty of room at the top for a whole league of champions.

Let's say you give it your all over the coming weeks and months throughout our contest season. You start to see success like you've never seen before. At the end of the contest, even if you're not an official winner, you've still come out ahead. That's the great thing about these contests – when they inspire you to be your best, there are no losers.

And if your hard work happens to bring success *plus* prizes and bragging rights, even better.

There's a reason it's called 'healthy competition' – it's good for you! So get out there and give it your best shot. You may be AIL-NILICO's next big champ. 🏆

FOUNDERS CLUB

April Qualifiers—
Outstanding Producers



Giorgi Gogidze
Albert Serur
2 Qualifications
\$123,807 Net ALP
80.2 RET



Michael Geyer
Simon Arias
1 Qualification
\$79,009 Net ALP
91.2 RET



Duni Olusegun
James Cunningham
3 Qualifications
\$185,285 Net ALP
85.2 RET



Ervin Metaj
Dustin Venekamp
1 Qualification
\$108,281 Net ALP
83.4 RET



Richard Sidoti
AO
4 Qualifications
\$69,994 Net ALP
86.6 RET



Arturo Romero
S-S-Parks-Salvaggi
1 Qualification
\$165,904 Net ALP
81.6 RET



Ellen Tuttle
Brett Gryska
4 Qualifications
\$92,064 Net ALP
87.9 RET



Joel Trask
Satti-Kanaan
4 Qualifications
\$66,440 Net ALP
80.2 RET



Alipate Makaui
Steve Friedlander
8 Qualifications
\$126,224 Net ALP
95.0 RET



Robert Jackson
Arias-Dlabik
2 Qualifications
\$82,155 Net ALP
81.7 RET



Lambert McElrath
S-S-Parks-Salvaggi
1 Qualification
\$58,667 Net ALP
84.6 RET

DIRECTORS OF THE MONTH



Leaders growing leaders



Sales Director of the Month ★ ★ ★

Angel Martinez

Angel had 207.07% growth over April 2020.



VP of the Month ★ ★ ★

Renee Jeffries

Renee had 43.63% growth over April 2020.



PR Director of the Month ★ ★ ★

Denise Gilbert

Denise met 120.0% of Objective during April 2021.



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AIL/NILICO CONVENTION

2022

CAESARS PALACE • LAS VEGAS
MAY 4-7, 2022

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